A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

May 18, 1964

Photo sales in Frankfurt Center

Business Bulletins *from around the world*

BELGIUM—New petroleum refinery, Belgian Naphta Refinery, with petrochemical unit, to be established at Zeebrugge will begin production late in 1965. Russian crude oil to supply one-half of plant's 2-million ton capacity; English firm to supply other half.

FRANCE—Trans-America Corp., San Francisco, forms Trans-America International, Paris, to engage in financial studies.

Ceiling retail prices for beef changed. Grade A now costs 75 cents per pound; grade B, 68 cents; grade C, 62 cents.

GHANA—Government approves proposal to establish glass factory at Aboso. Plant completion expected in early 1965.

INDIA—List of 199 industries released for which no new units will be licensed or expansion allowed until end of June. Industries removed from "banned" list and now licensable include boilers, dry batteries, storage batteries, heavy earth-moving equipment, typewriters, caustic soda, soda ash, industrial washing, drycleaning machines.

IRAN—Net crude oil production by Oil Consortium amounted to 147.8 million barrels during first quarter 1964, representing 9.5% increase over last quarter 1963, 13.6% increase over first quarter 1963. Crude exports also reached new high of 110.9 million barrels—up 12.4% from preceding quarter, up 19% from first quarter 1963.

IRAQ—Exploitation of Natural Gas Administration (ENGA), new government agency, formed to distribute, market natural and liquid gas expected to begin large scale operations in 1966 when Kirkuk-Baghdad pipeline, Kirkuk sulphur recovery plant are completed.

MALAYSIA—New $13.3 million Government loan, proceeds to be used to implement 2nd Five-Year Plan, opened by Government. Loan offered at par on 18-20 year maturity at 5½%, oversubscriptions probably accepted.

MOROCCO—Eurahotel, German group, concludes agreement with Government to construct several hotels. First two to be constructed in near future in Rabat, Marrakech.

NETHERLANDS—Esso Nederland N.V. to construct $5 million addition to Rotterdam refinery, increasing capacity by 2 million tons per year. Part of extension to produce raw materials for Esso's new aromatics plant.

NIGERIA—Crude oil production exceeds expectations; now expected to reach 10.5 million long tons annually by 1967, according to Minister of Mines and Power. Production in 1963 amounted to 3.7 million tons.

New 200,000-ton capacity cement plant of Anglo-Canadian Cement Co., Ltd., opened near Lagos. Plant presently produces cement from imported clinker, but company plans to install own kilns later to use local limestone.

NORWAY—Norsk Leasing A/S, equipment leasing company, set up in Trondheim.

PAKISTAN—Government makes $33.6 million available for building jetties at port of Khulna. Site of permanent wharves at Khulna under consideration, as is site for construction of third port for East Pakistan.

PERU—W. R. Grace plans to construct $5 million addition to chemical plant at Paramonga. Production of caustic soda to be increased from 8,000 to 18,000 tons per year, facility for producing polyvinyl chloride added. Construction planned to coincide with completion of Pativilca hydroelectric project to supply large quantities of electricity required for producing caustic soda.

SOUTH AFRICA—Second consecutive record year in auto sales expected on basis of first quarter retail sales of 32,419, up 40% over corresponding 1963 period. Auto industry spokesmen predict 1964 passenger car sales will reach 135,000, well above previous record of 110,000 set last year.

SWITZERLAND—General Industrial Corporation of Geneva awarded contract for general coordination of planning, building of hydroelectrical station, with 1 million kilovolt-amperes capacity in Viander, Luxembourg.

TAIWAN—Taipei-American Chamber of Commerce Trade Fair, originally scheduled to open in mid-April, re-scheduled to run from May 16 through May 22. Twenty-five local exhibitors representing 60 U.S. suppliers display more than 250 items.

THAILAND—Press reports indicate that excise tax on domestically-produced petroleum products to be levied in amounts to equal existing tariff duty on imported products. Tax should make petroleum imports more competitive with domestic production.

Details of 4-year project for extension of port of Bangkok announced. Total cost of project, to be approximately $9.5 million, with $1.2 million to be spent in 1964, $1.9 million in 1965, $2.8 million in 1966, $3.6 million in 1967.

TURKEY—Bank of America (International) enters into joint venture with Turkiye is Bankasi to form American-Turkish Foreign Trade Bank with authorized capital of $1.1 million. This is first participation of U.S. bank in Turkey.

UNITED ARAB REPUBLIC—Final estimate of 1963/64 cotton crop is 8,833,461 metric kantars. Decrease from 1962/63 production of 9,146,802 metric kantars attributed to reduced acreage planted and lower average yields.

VENEZUELA—Orinoco Mining, U.S. Steel subsidiary, plans $40 million investment over next few years to build a plant at Santo Tome de Guayana. Plant to purify ore to raise iron content from about 60% to 85%.

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the cover

"After that, the next step is . . ." Bud Davies (second from right), manager of Beattie-Coleman Inc.'s Germany subsidiary, explains how an identification camera works to a group of businessmen headed by Mr. Mengede (far left), one of Germany's largest wholesalers of photographic supplies. The "short course" in photography took place during the April 21-30 show at the U.S. Trade Center in Frankfurt. For a photographic report on the show, see pages 16 and 17.

International Commerce

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FEATURES

2 President Johnson personally signs 12 Alliance for Progress loans for 13 Latin American nations; agreements total about $40 million

4 Secretary Hodges, small party of trade experts open 7-nation tour of Central America, Colombia, Venezuela; seek increased exports

7 Commerce officials return to classroom, ferret out ideas from deans of business, engineering schools at all-day meeting in Washington

8 Manufacturers of automobiles steps on accelerator to pursue profits in markets overseas; sales outside the U.S. increase six-fold

10 Manufacturers in small Chicago suburb meet to 'dissolve some fears' of world trade complications; concerned about need for more jobs

12 Treasury Department proposes changes in investigation procedures under Antidumping Act; designed to increase fairness, openness

18 Neil Hurley on trip to South America, hears Guatemala's economic chief say 'we must skip two generations' and 'change attitudes'

20 Number of 'E' award winners increases as two firms, economic development board honored; ceremonies take place in California, Illinois

TRADE FAIRS AND CENTERS

14 Roosevelt announces decision to assist two mobile trade fair operators; government to provide financial, technical help in new export approach

WORLDWIDE BUSINESS OUTLOOK

19 Sierre Leone approaches third year of independence, shows more prospects for healthier economy; outlook encouraging for increased U.S. sales

U.S. GOVERNMENT ACTIONS

21 Three U.S. exporters denied privileges by Department of Commerce; Pakistan to receive $100 million loan for purchase of iron, steel products

FOREIGN GOVERNMENT ACTIONS

22 EEC Council of Ministers adopts program of stabilization measures; recommends that member states institute anti-inflationary program

INVESTMENT OPPORTUNITIES

25 Seven potential investors look into prospects in developing nations; AID to pay up to 50% of survey costs if company decides against investment

WORLD TRADE OPPORTUNITIES

27 Several countries seek bids
28 New trade lists
29 Leads for exporters
36 Visiting buyers and officials
37 International representation
38 Construction projects
39 Leads for importers
39 Additional projects

New Books and Reports, page 40

President signs 12 new Alliance accords with 13 Latin nations

Credits for varied projects aggregate nearly $40 million; Central American bank gets funds to service private firms

President Lyndon B. Johnson recently signed 12 separate Alliance for Progress loan agreements or commitment letters, involving 13 Latin American nations.

The credits—illustrative of the scope and variety of U.S. assistance to Latin America under the Alliance for Progress—aggregate nearly $40 million.

The projects are:

Brazil—4½ million Brazilian homes will be sprayed with DDT in an effort to protect 19 million persons from malaria under a $6.5 million loan agreement. The loan will finance the cost of equipment and materials for the project. Brazil itself is providing the equivalent of $33.4 million. The program is aimed at completely eradicating the disease from most inhabited areas by 1971. Besides the loan funds, AID will provide Brazil's Ministry of Health with 6 U.S. technicians for advisory and evaluation services. The Pan American Health Organization will offer the services of 13 other technicians, and import drugs at an annual cost of $330,000.

Bolivia—11 agricultural demonstration centers which will help expand, improve and diversify Bolivia's farm production will be assisted with a $400,000 grant from AID. The grant funds will be used to increase the number of such centers from 5 to 11 and help finance necessary equipment and supplies for all 11. Bolivia will contribute the equivalent of $100,000 to the project. It is estimated that the training program of the Centers will reach about 90% of Bolivia's 2.7 million rural inhabitants. The 5 existing centers have already been a major factor in the 25% increase in Bolivia's agricultural production during the past 3 years.

Chile—A new seaport at San Vicente, near a large industrial area in Chile, will be built with the help of a $7 million loan to the Chilean Port Authority (EMPOCH). The total cost of the deep-water port is estimated at $10.5 million, and it will have an estimated initial capacity of 560,000 tons of cargo per year. The AID funds will help build an 1,842 foot wharf sufficient to handle 3 large vessels simultaneously. A 60 acre cargo handling area will include 3 warehouses, rail spurs, roads, water, sewer and electric lines. There now are 400 enterprises in the vicinity employing 25,000 workers. The entire loan will be used to purchase goods and services from the U.S.

Colombia—3 pilot rural electric cooperatives to serve an estimated 10,000 Colombian farms, homes and small business firms will be established with the help of a $1.3 million AID loan. They are expected to determine the feasibility of utilizing cooperatives to carry out rural electrification programs in Latin American areas not presently served by power lines.

The prime borrower is ELECTRAGUAS, the Colombian national power authority, and sub-borrowers are the Cauca Valle Corporation (CVC) and Centrales Electricas (CENTRALES), autonomous power corporations which are sponsoring the formation of the three cooperatives—Tibo, Palermo, and SE-CA.

All dollars provided under the loan will be used to purchase goods and services from the U.S.

Costa Rica—Costa Rica will increase tax revenues and speed land reform through a $1.6 million loan authorization designed to accelerate twin projects—tax and topographic mapping and tax appraisal. The projects were begun in 1960 after studies indicated that Costa Rica's real property produces less than one-half of its tax-return potential. About 11% of Costa Rica's taxable properties since have been mapped and evaluated, and the reappraisals have netted an average 113% increase in tax revenues.

AID's loan will provide $1.1 million toward the total estimated cost of $1.4 million for the tax mapping and tax appraisal project. A part of the credit will pay for the services of a U.S. consulting firm. For the second project—topographic mapping—AID will provide $452,000 toward a total cost estimated at $1.2 million. The topographic maps are valuable for tax purposes, as well as for planning land use, bridges, drainage, mining and housing projects.

Dominican Republic—600 reinforced concrete homes for middle income families in the Dominican Republic are scheduled to be built under an extended risk housing investment guaranty. The AID guaranty will cover 100% of the principal of a $4.6 million, 20-year loan, after contracts are concluded between the negotiating parties, principally AID, The Chase Manhattan Bank and the Compañía de Inversiones y Fomento, (COINFO). The latter is a Dominican corporation, jointly owned by Dominican and U.S. citizens. The U.S. owners, with 50% of COINFO, are the Tibbals, Crumley and Musson group of Columbus, Ohio.

COINFO plans to build 2- and 3-bedroom detached houses in a development to be called "Los Prados." The 3 prototype models range in size from 927 to 964 square feet, and in price from $8.690 to $9,100. The prospective buyers will include office and government workers, accountants, technicans, small business operators and administrative office personnel, with monthly earnings at least 4 times the $65 to $70 monthly mortgage payments. The homes may be purchased with a 15% down payment plus closing costs. A private savings and loan association, the first to be established in the Dominican Republic through AID assistance, will service the individual mortgages.

Ecuador—The sale of up to 25,750 tons of U.S. Food for Peace commodities—valued at the equivalent of $2.17 million—will help relieve shortages caused by a recent drought in Ecuador. The commodities to be shipped under the agreement include grain, peas and beans. The local currency generated by the sale of the commodities will be reloaned to Ecuador and allocated mainly to economic and social development projects.

Guatemala—Feasibility studies of specific power, colonization, road and industrial development projects in Guatemala will be financed through $1.25 million of a $2 million loan to Guatemala's Na-

Want more?

Further information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

tional Planning Council. The $750,000 balance of the credit will pay for country-wide surveys of Guatemala's soils and land-use capabilities, mineral resources, industrialization potential and urban development. The study-survey program is designed to remedy a lack of information on economic development possibilities in Guatemala—a factor which has retarded economic growth.

Surveys and studies financed under the loan will be performed by U.S. firms or by joint ventures of U.S. firms and firms in the Central American Common Market countries. Requests for funding specific projects will be channeled through the National Planning Council.

Mexico—A $2 million loan from AID will go toward financing a $9.4 million National Agricultural Center in Chapingo, Mexico. AID is joining the Government of Mexico, the Inter-American Development Bank, the Rockefeller Foundation, the Ford Foundation and the United Nations Special Fund in financing the Center. It will adjoin the century-old National Agricultural College, and will permit an expansion of that institution's student body from 650 students to 1,850. The faculty will be increased from 35 full-time professors to 90 full-time and 40 part-time professors by 1968.

About $1.8 million will finance the construction of classrooms, laboratories and offices comprising a 3-section building. The $200,000 balance will pay for laboratory equipment. The construction work will be done by qualified U.S. and/or Mexican contractors on an open competitive basis. AID's loan is to Nacional Financiera, S.A., a financial agency of the Mexican Government.

Nicaragua—More than 10,000 people in a 115-square mile area near Managua, Nicaragua, will benefit from an extension of rural electric service made possible with a $450,000 AID loan. The loan will help Nicaragua's Electric Energy Cooperative—the first of its kind in Latin America—erect about 145 miles of primary and secondary lines, ultimately serving about 1,850 electric meters in the service area.

The Co-op will purchase electricity wholesale from the National Power and Light Company, and sell it to consumers at a rate sufficient to cover all expenses of the non-profit Co-op system. The project could serve as a model for other communities in Nicaragua and Latin America.

The total cost of the rural extensions is estimated at $510,000, of which Nicaraguan sources will provide $63,300. The U.S. National Rural Electric Cooperative Association (NRECA) will provide technical advisory counsel.

Peru—Peru's land reform and agricultural development program will be assisted by 2 new credits—one of $6.6 million from AID and another of $1.7 million from the Export-Import Bank. Both will go into a fund which will total $27.2 million for the first 18-month phase of Peru's five year National Agricultural Development Program. Peru itself is providing the equivalent of $8.9 million, and AID previously has authorized $9 million, plus the equivalent of $1 million in local currency.

During the first phase, 3 sub-programs have been developed to carry out the main objectives of the reform. A coastal program will provide supervised credit and technical assistance to 21,000 small and medium-size farm units, to increase their productivity and income. An Andean highlands program is designed to provide credit for small and medium-size farms in the agrarian reform and colonization areas, with resettlement and colonization projects there affecting some 8,000 families and 750,000 acres of land. A third program involves the establishment of forest plantations in Pasco, Junin and Cuzco and the construction of a forest products plant.

Central American Bank for Economic Integration—Private industry in the 5 Central American countries—Costa Rica, Guatemala, El Salvador, Honduras and Nicaragua—will expand its operations through a $10 million loan to the Central American Bank for Economic Integration (CABEI). The credit will permit CABEI to meet the demand of a dynamic private sector in the countries, and to further cooperate with local development banks. With the loan, and other anticipated new capital, the Bank intends to expand its operations, reduce its overhead, and become self-supporting.

The AID loan is in addition to previous grants and credits totalling $18 million. Loans have gone to a wide variety of industrial enterprises, manufacturing such diverse items as plastics, metal tubing and cement. A recent $10 million credit will be used for the secondary financing of homes for low and middle-income families, helping an estimated 40,000 families to acquire homes over a 40-year period.

EXPORT SURGE CONTINUES

Seasonally adjusted U.S. exports amounted to $2,077.5 million in March, a 6% increase over March 1963 and 2% above the February export totals.

Adjusted exports for the first 3 months of 1964, which do not include military assistance shipments, were running at an annual rate of $24,574 million, 10% above the 1963 export total of $22,290.3 million.

Chile gets $11 million Eximbank steel loan

The Export-Import Bank has authorized a $11.3 million Alliance for Progress credit in favor of the Compania de Acero del Pacifico, S.A. (CAP) of Santiago for purchase of U.S. steel-making equipment.

The machinery, destined for CAP's Huachipato plant, near Concepcion, will raise ingot production from 450,000 to 600,000 metric tons annually, and boost the annual production of finished products from 337,000 to 450,000 metric tons. The equipment to be installed includes a wide variety of accessory and replacement items for nearly all of the plant's producing and finishing facilities.

The CAP plant was originally financed by the Eximbank.

An Eximbank study shows more than 900 U.S. suppliers have received orders for equipment during the construction and operations phases of the plant. The Koppers Company of Pittsburgh has provided technical assistance.

Maritime's 'minus 20%' rate to Chittagong suspended

The "minus 20%" guideline rate on bulk grain shipments in large U.S.-flag vessels to Chittagong, Pakistan, has been suspended by the Maritime Administration of the Department of Commerce.

The Maritime Administration determined that the rate to Chittagong is noncompensatory for large U.S.-flag vessels and suspended it.

In suspending the "minus 20%" rate for ships in the 15,600 to 30,000 deadweight-ton class carrying U.S. Government-sponsored bulk grain in full shipload lots to Chittagong, the Maritime Administration is reinstating the 1957 guideline rate for this port for all ships carrying Government-sponsored cargoes. The suspension was scheduled to go into effect on May 11.

Argentina lifts import ban

The Government of Argentina has lifted the temporary import suspension on industrial machinery and equipment in force since last November.

Basic surcharges on machinery imports in general are reestablished at the same rates previously in effect, that is, 60 to 150%, except that the surcharge on machinery for which there is no equivalent domestic production was increased from 40 to 60%.

Hodges visits Latin 'front lines' of battle for increased U.S. trade

Says U.S. businessmen overseas can do more good than officials; calls developing Free World nations the markets of tomorrow

GUATEMALA CITY, GUATEMALA—In a Guatamalan airport ceremony last week, Secretary of Commerce Luther Hodges and a small party of U.S. trade experts opened a 7-nation tour of Central America, Colombia and Venezuela.

Mayor Francisco Montenegro Sierra, an ex-newspaper reporter for Guatemala's *El Imparcial*, presented the key to the city and Hodges replied, as he has repeated over and over in the last few days: "We are here to seek ways to make our countries closer economically, and harmonious in financial partnership with each other."

Later, Secretary Hodges told a meeting of the American Society of Guatemala that: "You here, as citizens of the U.S. living and working in Guatemala have a greater opportunity in your work-a-day life to strengthen the ties of the U.S. and Guatemala than any official member of government. And you can interpret to Guatemalans the best of our country and its institutions.

"We want businessmen in the U.S. to take a profitable role in a new world of trade. Beyond this, we want them to make a contribution to the growth and strength of the world market. Despite our large amount of exports the U.S. exports a much smaller percentage of its products and services than other nations do.

In the trenches

"You here on the front lines of world trade can help us better our record.

"You are in a challenging position to help the U.S. and your host country in building, on the basis of expanding, mutually profitable trade, a world that is stronger and more secure, as well as more prosperous, for all free men everywhere," the Secretary said.

"We have compelling reasons at home to stress exports, but the fact is that for one nation to flourish, all must thrive. And for this to come about, open and free trade among nations becomes a necessity. I am confident that under such circumstances the U.S. can claim its fair share of trade, and in the process contribute to the growth of the other countries of the world," Hodges said.

"The bulk of our trade is with the highly industrialized nations of Western Europe, Canada, and Japan. But this is the result of a historical timetable of economic development. These nations are not necessarily where the markets of the future will lie. Indeed, the industrialized nations of today constitute a minority of the world's people, and the potential for tomorrow is made up of the more than a billion people of the free world who are now breaking through to modern levels of industrialization.

"We in the Department of Commerce were concerned that the U.S. share in the Central American market declined during the 1950's. This decline was primarily the result of competition from Europe and Japan, as they recovered from the war and regained some of their pre-war markets. The surest way to meet this competition is to offer better goods at better prices, with better service, and on better terms, and to get out and sell," Hodges said.

"You know, years ago, one of the pioneers in the camera field used to advertise, "You press the button and we'll do the rest." We can't promise quite that much at the Department of Commerce. But I can promise you that if you press the button, we'll do all we can, and that is considerable.

The big picture

"We in the U.S. are interested in seeing other nations of the world attain the highest possible level of economic development. This is, after all, in their and our own interest, for we hope to be able to supply much of these growing countries' demand for goods, and buy an increasing variety of goods from them. Looking beyond this consideration, we see economic growth as the firm footing upon which world peace and understanding must be built."
—Luther H. Hodges to the American Society of Guatemala, May 8, 1964.

"The Commerce Department's export information covers every aspect of foreign trade, including foreign and domestic documentation requirements, practical guidance in the selection of foreign distributors and agents, trade opportunities and specific leads, foreign import quotas, exchange controls, licensing procedures, foreign customs duties, and U.S. export controls," Hodges said.

"The competitive importance of credit terms is not being neglected. The export guarantees and credit insurance provided by the Export-Import Bank and the Foreign Credit Insurance Association make available to U.S. exporters credit facilities fully comparable to those offered by other exporting countries.

"It would be impossible to talk about the growth of Guatemala, or indeed any of the Central American republics, without reference to the great success of the Central American Common Market.

"The major effort on the part of the five member countries of the CACM to achieve economic integration and to break away from their traditional dependence on agriculture as the base for their economies is quite impressive. And despite the fact that the CACM is on a smaller scale than its European counterpart, the European Economic Community might well be jealous of the rate of progress the CACM has achieved.

"Back home we are giving continuing attention to the problem of encouraging U.S. direct investment in the developing countries. President Johnson's proposal for a 30% tax credit for such investment is now before the Congress. This legislation would enable U.S. manufacturers to make investments in these countries with a 30% smaller net capital investment, and thus would raise the projected rate of return on these investments substantially.

Further stops

Since the initial stop, Secretary Hodges has also carried his crusade for increased trade to El Salvador, Honduras, Nicaragua, Costa Rica, Colombia and Venezuela.

Secretary Hodges was accompanied by Neil C. Hurley, Chicago industrialist and Chairman of the National Export Expansion Council; Robert F. Dwyer, a Portland, Oregon, lumber executive and a member of the Council; Walter Davis, Midland, Texas, industrialist and member of the Dallas Regional Export Expansion Council; Robert O. Swain of Washington, D.C., president of the International Road Federation; James G. Morton, Special Assistant to the Secretary of Commerce; and Lawrence McQuade, Deputy Assistant Secretary of Commerce.

THE WHITE HOUSE

WORLD TRADE WEEK, 1964

BY THE PRESIDENT OF THE UNITED STATES OF AMERICA

A PROCLAMATION

WHEREAS reciprocal world trade advances our progress toward global prosperity and abundance, freedom, and well-being; and

WHEREAS the Kennedy Round of multilateral trade negotiations, which was opened in Geneva, Switzerland, on May 4, is designed to reduce international trade barriers in order to expand market opportunities for the benefit of both developed and developing countries of the world; and

WHEREAS the expansion of United States export trade is vital to the improvement of our balance of international payments, to the continuing growth of American industry, and to the fuller employment of American workers; and

WHEREAS the quickening pace of economic progress in nations around the world is enlarging the opportunities for our businessmen to sell American products abroad; and

WHEREAS the progressive opening of national markets everywhere to greater international competition challenges American businessmen to participate more vigorously in the exchange of goods and services among nations and, thus, to provide an inspiring demonstration of the vigor and value of competitive private enterprise:

NOW, THEREFORE, I, LYNDON B. JOHNSON, President of the United States of America, do hereby proclaim the week beginning May 17, 1964, as World Trade Week; and I request the appropriate Federal, State, and local officials to cooperate in the observance of that week.

I also urge business, labor, agriculture, educational and civic groups, as well as the people of the United States generally, to observe World Trade Week with gatherings, discussions, exhibits, ceremonies, and other appropriate activities designed to promote continuing awareness of the importance of world trade to our economy and our relations with other nations.

IN WITNESS WHEREOF, I have hereunto set my hand and caused the Seal of the United States of America to be affixed.

DONE at the City of Washington this eighth day of May in the year of our Lord nineteen hundred and sixty-four, and of the Independence of the United States of America the one hundred and eighty-eighth.

(SEAL)

LYNDON B. JOHNSON

By the President:

GEORGE W. BALL
Acting Secretary of State

Free trade zone begins operation in Barranquilla

First in Colombia, area offers storage, manufacturing sites

The Free Industrial and Commercial Zone of Barranquilla, the first free trade zone in Colombia, began operating on April 7.

A total of approximately one-third of a square mile is available for operations and open storage, although the initial area of operations is considerably smaller. At present, a small section has been enclosed and the first warehouse has been constructed.

As a site for storage and manufacturing, this Free Zone offers facilities and services similar to those provided by the many other free zones around the world —storage, sampling, exhibiting, purifying, mixing, assembling, refining, blending, packaging, and re-packaging. In general, all kinds of merchandise and raw materials, except firearms, explosives, and flammable materials, may be manipulated in any way within the Zone.

Already in use

The Barranquilla Free Zone, created under legislation enacted in 1958, offers facilities for storage of merchandise destined for importation into Colombia or redistribution throughout the Caribbean area. A warehouse with 2,000 square meters (approximately 2400 square yards) of space is already in operation. Construction of additional warehouses has been provided for by the Government of Colombia which has allocated the equivalent of over $200,000 for this purpose.

Minimum warehouse space of 200 square meters (239 square yards) may be rented for about $0.60 per square meter for a minimum of one month. There is neither a fixed time limit on storage nor assesment of duties or taxes on products brought into the Zone.

The Zone's principal feature is that manufacturing either for importing into Colombia or exporting to other areas is permitted. Industrial sites are available within the Free Zone with access to either ocean or river shipping. A rental of about $0.05 per square meter has been established for these sites. Lease contracts for land may be made for a maximum of 50 years, then the land reverts to the Zone.

Buildings for offices and factories may be constructed by private persons or legal entities on land rented from the Zone. With an ample supply of local building materials, sufficient utility services, and experienced labor, construction costs are understood to be economical.

Exempt from duties, taxes

The Free Zone offers other direct benefits. Operations taking place within the Zone are exempt from customs duties and taxes, other than Colombian income taxes. Goods may be imported into Colombia for use and consumption upon procurement of import licenses and payment of customs duties only on foreign goods or on foreign raw materials used in manufacturing the finished product.

Although there is no guarantee that products of foreign origin stored or exhibited in the Zone will be granted licenses for import into Colombia, it is understood that the authorities try to assist those using the Zone facilities in overcoming any difficulties they may encounter in obtaining import licenses for items not subject to Colombian import prohibitions.

Overseas visitors to U.S. jumped 15% during 1st quarter

Japan had 58.7% increase, U.K. largest numerical rise

More than 140,000 visitors from overseas came to the U.S. during the first quarter of 1964, an increase of 15.4% over the first quarter total in 1963.

Japan showed the largest percentage increase during the quarter, with 6,585 Japanese arriving in the U.S., or 58.7% more than during the first 3 months of 1963.

The number of visitors from Mexico more than doubled during March, bringing the first quarter total to 63,016, or a 29.5% increase over the first quarter of last year.

Greatest numerical increase from overseas was from the United Kingdom, with 22,426. That was an increase of 4,143 over the first quarter of 1963 and a percentage increase of 22.7.

The total from overseas countries was 140,932, an increase of 18,758 over the first quarter of 1963 and 43,130 over the number who came during the first 3 months of 1962.

Key personnel in Latin associates help chart U.S. firm's export path

Rheem Manufacturing invites affiliates to U.S. for symposium on reshaping company policy to adjust to LAFTA developments

Advances in the Latin American Free Trade Association, now entering its fifth year with a critical round of tariff negotiations, and in the Alliance for Progress were major topics of discussion as 5 partners and executives in Rheem associated companies in Argentina, Brazil, Chile, Mexico and Peru, convened recently for the first Latin American symposium of Rheem Manufacturing Company.

"Rheem has operated overseas since 1937," said a company official. "With a major LAFTA meeting this month to negotiate the first common tariff list applicable to all member countries since the beginning of LAFTA 4 years ago, we felt it opportune to convene this meeting with our partners to discuss our participation in the growing economies of the Latin American nations."

Rheem International subsidiaries and affiliates operate 51 plants in 20 nations abroad. Sales by these plants in the first quarter of this year were running at an annual rate of $100 million, compared with $90 million for 1963, according to a company official. These figures compare with $75 million in 1962, $69.7 million in 1961, $62.1 million in 1960, $42.5 million in 1959.

Total earnings of Rheem subsidiary and affiliated companies abroad, before local taxes, were about $7 million in 1963, a 20.7% increase over the previous year's total.

Rheem has from 30% to 100% equity in the subsidiaries and affiliates abroad. Rheem International operations started in 1937 when Rheem Australia Pty., Limited began making steel shipping containers. Today, Rheem Australia operates 15 plants.

"Our long-time method of operating abroad, with local partners in the host countries, has become increasingly popular in international business in recent years," a company official said. "We have very few American nationals in our operations overseas—our partners on the scene run the business. We find this makes for best relationships and provides mutual benefits to Rheem and its local partners.

"We believe in the joint venture idea in operating abroad for several reasons. To begin with, you have someone at the local level to look after your interests along with his own. This gives you the basis for a strong board of directors to assist and guide your local management. The management, more often than not, is made up entirely of local people who know the language and the customs of the country, and who are working in their natural habitat. By leaving all phases of operations in the hands of local people you also eliminate the 'double standard' of wages, the so-called 'dollar payroll,' which never makes U.S. business popular abroad.

"Leading corporations of tomorrow will be truly international in scope and activity," he declared. "Domestic sales of some U.S. companies may be dwarfed by their sales abroad in a few decades."

Erring magazine editors were all at sea in story

Landlubbers in the editorial and composing rooms got a few things scrambled in last week's box notice in INTERNATIONAL COMMERCE (page 3) on the sailing schedule of the U.S. Trade Exhibit Ship, S.S. *Del Sud*. The correct schedule is:

Southbound

May 14—11 A.M.—Sail from New Orleans
May 27—7 A.M.—Arrive Rio de Janeiro
May 28—5 P.M.—Sail from Rio de Janeiro
May 29—5 A.M.—Arrive Santos
May 30—5 P.M.—Sail from Santos
June 1—9 P.M.—Arrive Montevideo
June 3—10 P.M.—Sail from Montevideo
June 4—7 A.M.—Arrive Buenos Aires

Northbound

June 6—5 P.M.—Sail from Buenos Aires
June 8—2 P.M.—Arrive Paranagua
June 9—5 P.M.—Sail from Paranagua
June 10—5 A.M.—Arrive Santos
June 10—5 P.M.—Sail from Santos
June 11—5 A.M.—Arrive Rio de Janeiro
June 11—6 P.M.—Sail from Rio de Janeiro
June 20—5 A.M.—Arrive Curacao
June 20—1 P.M.—Sail from Curacao
June 25—6 A.M.—Arrive Houston
June 26—Noon—Sail from Houston
June 27—4 P.M.—Arrive New Orleans

BIG MEN OFF CAMPUS: Deans from 21 universities in 16 states hear Assistant Secretary Jack N. Behrman during 'Deans' Day' meeting.

Staff tries school ties

"Why are we here?" the teacher asked, and top officials of the Department of Commerce rose to answer during a different kind of classroom conference in Washington a few days ago.

The occasion was "Deans' Day," a seminar set up by Department chiefs in the hope of getting better acquainted with men of the academic world concerned with economic and industrial problems.

The guest list for the all-day meeting May 8 was made up of 33 deans of business and engineering schools from 21 universities. They came from 16 states and represented all sections of the country.

Meet the challenge

"Business has to meet challenges wherever they come, and they'll be international as well as domestic," Jack N. Behrman, Assistant Secretary of Commerce for Domestic and International Business, told the educators.

"Give us your ideas on what we've done wrong and what we could do better."

Said Richard H. Holton, Assistant Secretary for Economic Affairs:

"We want your evaluation of the problems of the Department. Tell us what programs you think we should have."

McGEORGE BUNDY

The morning half of the seminar consisted of a presentation of Department programs and objectives by Behrman; Holton; J. Herbert Hollomon, Assistant Secretary for Science and Technology, and Clarence D. Martin Jr., Under Secretary for Transportation.

McGeorge Bundy, the President's Special Assistant for National Security Affairs, spoke at a luncheon. The afternoon was given to informal discussion of areas of co-operation for the Department and the universities.

Topics of talk

Items from the day's notebook:

Given the opportunity to increase business by taking part in U.S.-sponsored trade fairs abroad, the U.S. businessman shows "a sizable lethargy" (Behrman).

There is "no adequate mechanism for the U.S. to participate in standards of performance for its products in foreign countries" (Hollomon).

"In recent years, the percentage of new jobs traceable to private industry has been very small. Most are the result, directly or indirectly, of local, state and federal government projects" (Holton).

The nuclear-powered merchant ship is "a coming thing." Increasing the U.S. share of foreign markets will depend in part on "making ships more competitive, more efficient" (Martin).

"A properly constructed habit of intercommunication between the chair in government and the chair in the university is very important" (Bundy).

"The men who teach import-export business and international business have very little practical experience." An exchange program involving government and university personnel "would benefit" (Dean Clifford E. Maser, Oregon State University, School of Business and Technology).

Summing up, Behrman said:

"This has been a ferreting-out, a preliminary conversation."

Carbuilder steps on gas

HE GETS THE GLOBE: William S. Pickett (left) accepts 'World Trader of the Year' award from Louis W. VanKempen (right), president of World Trade Club of Detroit, and John Kinsey, previous year's winner.

William S. Pickett says his company's just a baby when it comes to international sales.

If so, the stork may want to sit this one out.

Pickett is vice president of American Motors International Corp. and director of automotive export for American Motors Corp., which in February, 1963, received the Presidential "E" Award for excellence in exporting.

Pickett's export baby is the Rambler automobile. He talked about "Rambling through the Meridians" at the annual meeting of the International Trade Club of Chicago Thursday in Chicago's La Salle Hotel.

The most quickly impressive fact he dropped was that sales outside the United States increased more than six-fold in the five years ending with 1963. But perhaps more impressive, after time for reflection, was Pickett's account of what his firm did to get that way.

First, some planning

Pickett, who was named "World Trader of the Year" by the World Trade Club of Detroit last year, joined American Motors in 1960—the year, he said, when American "started some significant planning towards selling cars in abundance in the world market."

There were reasons not to start, Pickett told the Chicago club.

Rambler, product of a firm organized just 10 years ago this month, "was basically unknown overseas. We had a small and tired distributing body, and the sales of U.S.-manufactured automobiles in the world markets had been declining for almost 10 years. . .

"We were told that the Rambler, a compact car in the U.S., was too large a car for world markets. It was pointed out to us that American Motors had no commercial vehicles, which historically had paved the way for passenger-car sales in emerging countries. . .

"We went ahead, anyway."

A number of jobs

There were jobs to do, Pickett said—build a name abroad, build a foreign distributing organization, build a chain of assembly and manufacturing facilities.

Company agents went to "every country in the free world" and "knew their price-comparison situations better than their salaries." The advertising staff

Spanish firm to buy steam turbine unit

A Spanish firm will purchase a steam turbine generating unit and equipment in the U.S. through a $11.7 million credit, authorized by the Export-Import Bank.

Compania Electrica de Langreo, S.A., of La Felguera, Spain, received the credit to finance a 155 mw. steam turbine generating unit to be installed in the Lada III Steam Power Plant in northwestern Spain.

Westinghouse Electric International Company will furnish the generator unit. Babcock & Wilcox of New York will furnish the boiler plant and related equipment. Engineering design and coordination of the project will be undertaken by Gibbs & Hill, Inc., of New York who will also act as technical advisor during plant construction.

The Spanish firm is the only integrated private utility company in Spain whose generating facilities are entirely thermal. Additional capacity in the Lada plant to be provided through this loan is needed to reach a favorable steam hydroelectric balance in the area and to assist in the country's economic development.

The loan is repayable over a 15-year period, commencing in 1965.

Sugar, molasses reductions extended by French decree

A French decree extends temporary suspension and reductions of duties for solid sugar and certain molasses.

The duty of 24% ad valorem for solid beet and cane sugar with a sucrose content of less than 99.8% grams per 100 grams of dry product (tariff No. 17.01-A) is suspended until July 31. The duty of 99% on sugar with sucrose content above 99.8% (17.01-B) is lowered to 77% for the same time period.

The duty rate of 44% on certain colored molasses (17.03-B-IV) is reduced to 24.5% until September 30.

WITH A LATIN TOUCH: American Motors automobiles, assembled in Venezuela from major components shipped from the U.S., are seen at Caracas show.

seized "hundreds of opportunities" to put the company name in print.

(Example: After a successful campaign with posters urging buyers to "Count the Ramblers," the firm switched to a pedestrian-safety drive with the slogan, "Look Out for the Ramblers.")

The requisite for distributors was that they be recognized and respected—which is why, Pickett said, that his cars "today are sold by the largest fruit exporter in one country, by a cement manufacturer in another and by the Postmaster General in another." They are among 127 independent distributors, employing more that 4000 dealers, selling the car in 100 countries, he said.

Partners abroad

As part of the push for international sales, American "decided on a partnership approach in setting up assembly facilities" abroad, Pickett said. In 1959, the firm had one foreign assembly plant —in South Africa. Today there are nine more—in Argentina, Australia, Belgium, Canada, Mexico, New Zealand, The Philippines, Uruguay and Venezuela—and another is about to start operations in Chile.

No U.S. firm with thoughts of expansion "can hope to proceed without adequate coverage in the European Common Market," Pickett said. In 1961, his company signed an agreement with Renault giving the French firm manufacturing and distribution rights in the Common Market.

The result of this international campaign? Pickett quoted these statistics:

In 1959, Rambler sales outside the United States totaled 9000 units. Last year they climbed to 59,500 and this year they're expected to be more than 70,000.

The wholesale volume of products sold outside the U.S. under American Motors brand names or the company's license jumped from $120 million in 1960 to $230 million last year, and is expected to touch $270 million this year.

Even so, Pickett said, the firm "is just in its infancy internationally." Why? This was the explanation they heard in Chicago:

Automobile design today reflects "a melding of American and European ideas." There will be even more of it "and the industry as a whole will profit from it, because the world motorist will profit from it. His position and his problems are developing in a similar manner everywhere."

GOOD SHOW: Douglas MacArthur, United States Ambassador to Belgium, visits the American Motors exhibit at the 1964 Brussels Auto Show, with the company's European sales director, Fred Schaller.

Early birds get soft seats

Others take more conventional chairs

Panel members get acquainted

S. D. Clayton talks about export managers

Coffee break

Banker Robert Maynard talks

POTENTIAL WORLD TRADERS MEET

Sales abroad could make

World Trade Conference held in this Chicago suburb is typical of countless other Regional

By FREDERIC S. OTIS
Managing Editor

BLUE ISLAND, ILLINOIS—In a mutual attempt to "dissolve some of the fears of complications involved in world trade," local manufacturers in this Chicago suburb of 20,000 population met May 6th for a world trade conference. The theme of the meeting was "Sales Abroad Make Jobs at Home," and preconference literature distributed by the Chamber of Commerce made amply clear the fact that all concerned were striving for more jobs for Blue Island workers. The Chicago field office of the U.S. Department of Commerce was active in promoting the meeting.

The *Blue Island Sun-Standard*, the local weekly newspaper, gave the event front page treatment in several issues prior to the meeting, and a panel of experienced exporters from the Chicago area was recruited to assist in the program. The Regional Export Expansion Council cooperated with the Blue Island group in arrangements, with the result that 47 suburban industries were represented at the meeting. Other area Chambers of Commerce also participated.

John Marengo, President of the Blue Island Chamber, explained in his welcoming address that the purpose of the event was quite simply to explore the possibilities of expanding Blue Island markets to foreign shores. He turned the meeting over to James Welden, Business Analyst from the Department of Commerce, who acted as chairman of the meeting. Welden briefly explained the various services offered exporters by the Department through the Chicago field office, in Washington, and overseas at the various commercial posts.

Tony Buchar (left) discusses Commerce library

Editor's note

Blue Island is not a large city, and the Blue Island World Trade Conference did not command a large audience. But multiply the number of potential exporters who attended the conference by the number of similar meetings being held in other cities—in Illinois, Indiana, and Iowa for instance, since these states are serviced by the Chicago field office. Then add the meetings scheduled by each of the Regional Export Expansion Councils with the assistance of the other 39 Commerce field offices. The true picture begins to emerge. The "Calendar for international traders" on the inside back cover of each issue of this magazine lists many such meetings each week. The Blue Island meeting is typical of a hundred others. The total audience is large. The interest is intense. The Blue Island story is typical of these many meetings.

Meeting comes to order

Jim Welden tells of Commerce aids

J. C. Miller discusses trade in Europe

Ed Trowbridge tells of shipping problems

Geo. O'Brien lists freight agent's jobs

Bob Wilkinson, of Small Business Administration

more jobs in Blue Island

Export Expansion Council meetings being held throughout the nation in active campaign

J. Carter Miller, President of Carter Controls, of Lansing, Illinois, told the group that his firm would receive well over $100,000 worth of new orders from abroad as the result of their recent entry into the foreign market. The firm manufactures pneumatic and hydraulic cylinders, valves and rotary actuators. He explained that these are engineered products that are basically used in the machine tool industry. From the time of customer interest to engineering acceptance and specification to the time of purchase is usually 1 to 2 years. For this reason, he told the group, he was unable to put an exact dollar value on the result of 2 trips to Europe, one with Governor Kerner's Illinois State Trade Mission in 1963.

Reports on Trade Mission

"I have returned this past week from a European follow-up trip of our last year's trade mission efforts, and I can report a booming European economy," he told the group. "Carter Controls is heavily involved in the export market because these European nations are ready for our products. You know that all the major American companies have international organizations and plants abroad —now—while we have been selling these U.S. plants for years, we now find that because we are selling and serving their international plants, we are getting a larger portion of their domestic business. This is a rather unusual situation in which the tail begins to wag the dog, but it's a very happy situation. At the present time, about 8% of our sales go abroad directly from Carter Controls, but I believe I can safely say that at least 15% or 20% of our products are ending up abroad on machinery being designed and built in the United States and shipped overseas according to the overseas specifications."

Want U.S. machinery

Miller stressed the importance of the overseas market to Illinois businessmen, and said: "Europe is hungry for American machinery.

"The international market for products of Carter Controls, as well as all Illinois business is a great market. In fact, the market outside this country is as large or larger than the entire U.S. market. Our catalogs are now being translated into German, French, Italian and Japanese. These catalogs will assist us in securing a greater portion of the overseas market. The opportunities are there —you must go after them! Your overseas advertising program must be aimed toward their methods of business procedures. These are entirely different in many cases from the U.S. way. Exhibiting your products at the trade fairs and shows is a most important way of gaining acceptance. Much actual business is written at your booth during these trade fairs as you become known.

"Delivery time on shipments from Chi-

It was a "good" meeting

cago to Europe via St. Lawrence Seaway is about 3 weeks. Air freight shipments to Europe from O'Hare Airport make it possible to deliver your products in Europe within 24 hours. It is simple to serve the overseas market from Chicago.

"This past 4 weeks I have called on all of the major automotive manufacturers in Europe. I learned I can deliver our products via St. Lawrence Seaway and to their door in Europe before my European competition can deliver from Europe. The American productivity and mass production methods and huge inventories still give us this advantage. In case of emergency, we have the jet service that is over-night. If you make this rapid delivery known to your customers abroad, you are automatically going to be thrust into the international market. This market is not easy to gain or easy to develop but it is a great and wonderful challenge."

Changing problems

Among the changing problems confronting U.S. businessmen, Carter said, are the following:

"The outcome of the present GATT conferences will greatly affect everyone's life in the whole world. An attempt is being made to immediately reduce all of the duties imposed on imported goods by 50% and then negotiate beyond that. One of the stumbling blocks in selling in the overseas market has been the high tariffs imposed on our goods and now it looks as though the tariff will be cut in half in the immediate future. It also means that we will be competing with manufacturers abroad who are exporting their products into the U.S. under the same 50% tariff reduction.

"Another export problem we have been faced with is our higher wage scale vs the general wage scale and living conditions in Europe. A year-to-year advance of European standard of living and the inflation that is now running very hard in all Europe is steadily closing the gap on the differences. The productivity level of the American worker, regardless of his higher pay scale, does make it possible for us to compete for these overseas dollars."

Other speakers

Stuart Clayton, President of Ernest E. Baird & Co., of Chicago, explained to the group the assistance that a combination export manager can provide firms just entering the export field. He stressed the experience and service that his profession offers in export sales terms, foreign advertising, documentation, insurance, financing and shipping procedures.

Robert Maynard, of the Harris Trust and Savings Bank of Chicago, spoke on "The Banker's Participation in the Export Program." He discussed letters of credit, sight drafts, time drafts, exporter credits, customer credits, and exchange problems, pointing out the various services that U.S. banks offer firms in the international market.

Other panel members included Ed. Trowbridge, District representative of the Atlantic Company, Chicago; George F. O'Brien, Manager of the D. C. Andrews Co. Chicago office; Robert Wilkinson, Management and Research Division of the Small Business Administration; and Anthony J. Buchar, Manager of the Chicago Field Office of the U.S. Department of Commerce. Each panel member spoke briefly on the services his organization offered, and all answered questions put from the floor. The meeting, scheduled to close at 4 P.M., lasted until 5 P.M. due to the many questions from the floor.

Treasury proposes changes in investigation procedures under Antidumping Act of 1921

By HARRY BODANSKY
Bureau of International Commerce

Proposed changes in Treasury regulations for conducting investigations under the Antidumping Act of 1921, as amended, were published in the *Federal Register* on April 23. Until June 22, interested parties may comment in writing to the Commissioner of Customs.

In making them public, the Treasury Department has expressed the hope that the proposed changes will meet criticisms voiced by domestic industry, importers and foreign exporters in respect to the administration of the antidumping law.

Treasury responsibility

The Act charges the Secretary of the Treasury with the responsibility of finding, upon receipt of a complaint, whether foreign merchandise "is being or is likely to be" sold in the U.S. at less than its fair value. In case the Secretary finds in the affirmative, the U.S. Tariff Commission must determine whether an industry in this country "is being or is likely to be injured, or is prevented from being established" as a result of dumping of foreign merchandise in the U.S. market.

A determination of injury by the Tariff Commission would require the imposition of a special dumping duty, in addition to other duties imposed by law, in an amount equaling the difference between purchase price (or exporter's sales price) and the foreign market value (or, in the absence of such value, the constructed foreign value) of the type of merchandise subject to a finding of dumping and injury.

In Part 14 of the Customs Regulations (Title 19 of the Code of Federal Regulations) procedures have been established for the finding of dumping by the Secretary of the Treasury. For some time, domestic producers and manufacturers had been complaining that procedures established for the administration of the Antidumping Act were not effectively protecting them from the effects of injurious dumping practices although such protection was the stipulated purpose of the law.

Importers and foreign exporters, on the other hand, were pointing to an unnecessarily restrictive effect upon import trade stemming from the uncertainties of often prolonged withholding of appraisement while dumping investigations were in progress.

The proposed changes are designed to improve procedures and increase their fairness and openess. They have been developed from views presented at a public hearing January 23 with the aid of outside experts brought in as consultants. The Treasury Department has emphasized, however, that the proposed changes were not intended to make administration of the Antidumping Act either more or less restrictive.

Areas of proposed changes

The following are the principal areas of proposed changes: (1) clarify complaint procedures; (2) make public the information developed in proceedings; (3) provide representatives of both sides in proceedings with an opportunity for confrontation and argument; (4) restrict retroactive withholding of appraisement to specified cases and permit exporter's warranty against dumping practice; (5)

provide for a series of public notices to afford interested persons an opportunity to communicate their views on a pending case; (6) establish standards for justifiable quantity discounts and for evaluation of cost differences applicable to dissimilar items; and (7) permit uncontested termination of proceedings in certain cases in which continuation would serve little purpose.

Submitting complaints

The proposed regulations require that all complaints be filed with the Commissioner of Customs rather than with individual appraisers of the Customs Service. Such complaints would contain identifying information to the extent available and, where possible, suggestions for specific avenues of investigation. Parties outside the Customs Service could no longer base their complaints on suspected dumping but must assert at least a strong belief in the occurrence of dumping.

Making information available

The previous practice of keeping confidential virtually all information submitted in antidumping proceedings would be changed to making such information generally public, except that a request for keeping some information confidential may be respected by the Treasury Department if special criteria warrants. In case of disagreement between the Treasury and the party concerned about making information public, information thus affected would be excluded from use in the proceedings altogether.

Confrontation and argument

Under the proposed amendment any interested person could request that arguments of either side in the proceedings be presented in the presence of the other. The stated aim would be to afford persons holding diverse views an opportunity to argue points of fact and law by drawing upon factual information developed and made public.

The Treasury Department has expressed strong reservations about holding public hearings on the record, a procedure advocated by some, because the exporter might not be protected from public disclosure of information helpful to his competitors—information which otherwise could be accorded confidential treatment—and because the foreign exporter should not be compelled to incur the inconvenience and expense of personal appearances in such proceedings.

Lessened import trade interference

While a dumping investigation is in progress, appraisement of goods entering the U.S. is being withheld. This results in uncertainty as to the full amount of duty, including special dumping duty, ultimately levied upon such imports. Heretofore, appraisement has been withheld not only during the prolonged periods of investigation but also retroactively for as many as 120 days prior to the receipt of a complaint.

This uncertainty has tended to lead to reduced or postponed imports because of the potential risk to the importer of being responsible for additional duty long after the goods imported have moved through distributive channels and been sold to the ultimate consumer.

The Treasury Department now proposes to eliminate the retroactive withholding of appraisement in instances in which a close relationship between exporter and importer, as defined in the regulations, does not exist so that the importer's prior awareness of dumping practices by the foreign exporter need not to be assumed.

To further minimize the risk for the importer, in the future the exporter would be permitted to warrant freedom from dumping duties for the importer with respect to merchandise purchased prior to an order withholding appraisement by guaranteeing payment of such duties.

Public notices

The proposed changes would call for public notices in the *Federal Register* at three successive stages of proceedings.

Antidumping Proceeding Notice. Such notice would include the date of receipt of a dumping complaint, a summary of the information received, and the identity of a person outside the Customs Service originating the complaint (unless a determination has been made that such person must not be identified).

Withholding of Appraisement Notice. The Commissioner of Customs would be required to publish a notice that reasonable grounds existed to believe that merchandise was being or was likely to be sold at less than its foreign market value (or its constructed foreign value.) Such conclusion would be based either upon information originally received or information developed in the course of a preliminary investigation. If the case relates to certain shippers only, the shippers would be identified. The notice also would specify the appropriate basis of comparison applicable for fair value purposes—either purchase price or exporter's sales price. Withholding of appraisement would be initiated at the time of the publication of the notice.

Notice of Tentative Determination. As promptly as possible, upon receipt of information developed by the Commissioner of Customs, the Secretary of the Treasury would make a tentative determination whether or not the merchandise in question was being sold or likely to be sold at less than fair value. Publication of the tentative determination would enable interested persons to communicate, within a specified period, their views with respect to contemplated Treasury action. This would also offer an opportunity for correction of factual errors brought to the attention of Treasury officials and to challenge the accuracy of information previously developed. Upon expiration of the time allowed for communications, the Secretary of the Treasury would make a final determination.

Justifiable price differences

Certain proposed changes of the regulations address themselves to the need for standards to evaluate certain aspects of justifiable price differences unrelated to dumping practices.

Quantity discounts, if justified by lower cost, would continue to be accepted as a valid reason for making sales at varying price. However, quantity discounts that were not cost-justified would not be recognized unless the same allowances were enjoyed by at least 20% of the foreign merchandise sold in its home market or in third-country markets.

Also the proposed changes would provide that, in general, differences in cost of production of dissimilar merchandise, for the purpose of fair value comparison between merchandise sold in the United States and merchandise sold elsewhere, would be taken into account only to the extent that cost differences would affect the market value of the merchandise concerned.

Termination of proceedings

Unless contested following public notice of intent, antidumping action in the future could simply be terminated in cases in which (1) prices clearly had been revised to eliminate any dumping margin; (2) sales of the merchandise to the United States had ceased; or (3) the complaining party had concluded that continuation of proceedings would serve no further purpose.

In addition to the proposed changes in regulations, the Treasury Department has announced that it would amend the Special Customs Invoice to elicit more information on home market prices of merchandise imported.

Comments on the proposed changes in Treasury regulations should be submitted to: Honorable Philip Nichols, Jr., Commissioner of Customs, Bureau of Customs, Washington, D. C. 20226.

Commerce Department to assist 2 mobile trade fair operators

Roosevelt calls program 'new approach' in export drive; says Government not competing with private enterprise

Acting Secretary of Commerce Franklin D. Roosevelt announced May 12 that two mobile trade fair operators will receive government assistance for their projects to open more markets for U.S. exports.

The two operators are Delta Steamship Lines, Inc., of New Orleans, and Mobile Trade Fairs, Inc., of New York. They were selected by the Department's Bureau of International Commerce, in charge of administering a recently-authorized mobile trade fair program.

The program (Public Law 87-839) is designed "to encourage and promote the development and use of mobile trade fairs" when U.S. firms ship their goods aboard U.S. flag vessels or aircraft and display them in foreign ports and other commercial centers abroad.

"The mobile trade fair program," Secretary Roosevelt said, "is a new approach in the Government's drive to expand sales of products of U.S. business and agriculture in the overseas market. It represents our desire to employ a variety of techniques in opening markets to U.S. goods."

"We are confident that this new program will give impetus to mobile trade fair programs already initiated by private industry," he said.

He noted that the Bureau of International Commerce had received applications from many operators who presented well-planned mobile trade fair ventures. The final selections were made after careful evaluation in terms of their economy to the Government and their effectiveness in promoting U.S. export sales.

Not competitor

"The Government is not a competitor with private enterprise," Secretary Roosevelt said, "but is lending assistance to soundly conceived and economically-operated mobile trade fairs."

Expenses which the Commerce Department will defray are limited to items pertaining to foreign port entry and clearances, exhibit space and facilities abroad, transportation and related services in foreign countries, and advertising costs incurred in attracting visitors.

Delta Steamship Lines, Inc., and the Mississippi Valley World Trade Council of New Orleans are cosponsoring a mobile trade fair which departed from New Orleans May 14 for a 44-day tour of six South American ports. Exhibits will be aboard Delta ship S.S. Del Sud.

The Commerce Department has granted $13,550 for support of this program. In addition, the Department will spend $5,750 for erection and operation of a Business Information Center aboard the S.S. Del Sud. This center will be manned by international trade experts and stocked with a comprehensive U.S. business library.

Mobile Trade Fairs, Inc., is a nonprofit corporation which, in cooperation with American Export-Isbrandtsen Lines, Grace Lines, and Farrell Lines, plans to send ships from the U.S. about July 15 to 31 cities in the Mediterranean area, Africa, and South America with a series of exhibits in containers.

Mobile Trade Fairs, Inc., has been granted $141,700 for support of its projects by the Commerce Department.

Information concerning itineraries and space availability may be obtained directly from the two operators.

Technical exhibits scheduled in Turin

The 14th International Technical Exhibition will be held in Turin Sept. 19-Oct. 1. U.S. firms are invited to participate.

Other exhibitions to be held at the same time, same place, include:

The 24th International Mechanical Exhibition; the 16th International Exhibition of Cinema Techniques, Photography and Optics; the 16th International Display of Technical Scientific and Periodical Press; and the 14th International Show of Building Machines and Agricultural Machinery.

The first European Exhibition of Metallurgy, MET 64, in cooperation with the Italian Metallurgical Association, will make its debut at this time in Turin. Classes of products to be shown include plants, foundries, metal-working equipment, metal processes, quality control and laboratory instruments and devices, raw materials, ferrous and non-ferrous metal products and alloys.

The combined exhibitions will feature heavy duty, industrial and precision machinery and instruments, office and mechanical equipment, machine tools, electric plants and electrical equipment, radio and television installations, and electronics for automation and cybernetics.

Also the complete range of cinematographic and photographic products and materials, electro-medical and sanitary equipment, building and agricultural machinery, building material plants and equipment, nuclear energy instruments and equipment, optics and household electrical appliances.

Information and applications are available from the General Secretary's Office, 14th International Technical Exhibition, Corso Massimo d'Azeglio 15, Turin, Italy, cable; TOESPOSIZIONI—Turin.

Fair in New Zealand to emphasize display of consumer goods

The second New Zealand International Trade Fair will be held Aug. 20-Sept. 5 in Wellington. It will emphasize a display of consumer goods.

U.S. firms are invited to exhibit at the triennial event. The U.S. Embassy in Wellington will maintain a Business Information Center (BIC) to assist American companies in locating prospects.

Participating firms should submit business proposals, in the form of brief replies to the following questions:

- What product or services do you wish to offer or sell?
- What arrangement do you offer—agency or distributorship, licensing or joint venture?
- Do you desire to give exclusive representation?
- What type of firm is qualified to handle your product?

Prospective exhibitors may obtain Form IA-57, a registration form for U.S. firms interested in foreign trade or

investment, from any Department of Commerce Field Offices.

Applicants should return the completed form before June 30, along with 25 brochures or catalogs, the business proposal (and a 35-word summary of it) to the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230. This material will be forwarded free to the fair.

The first New Zealand International Trade Fair, held in 1961, attracted 212,000 visitors. Exhibitors came from the United States, the United Kingdom, Switzerland, France, Japan, West Germany, East Germany, Czechoslovakia and Yugoslavia.

Fair in Guatemala to offer showcase for U.S. companies

'Education for Progress' theme of all-U.S. show in November

U.S. manufacturers interested in a Latin American showcase for their goods are invited to participate in the first U.S. exhibition at Guatemala City, Guatemala, early in November.

Theme of the presentation is "Education for Progress." Among the exhibits will be audio-visual devices to illustrate educational instrumentation.

Modern tools that conserve and fertilize land, eradicate pests and maintain and repair farm machinery, will be demonstrated to illustrate how education is applied to agriculture.

Demonstrations of sophisticated manufactured goods, such as food processing devices, emphasizing meat processing and packaging; vegetable canners; textile machinery, to spin, weave or knit cotton fabrics; electrical, woodworking and metalworking shops; and machinery for printing and graphic arts, will highlight the application of education and vocational training to industry.

Manufacturers interested in taking advantage of this showcase abroad or in getting distributors in Central America should write to George Ashworth, Room 6023, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or contact the nearest Field Office.

Austria presents promising market for food handling equipment firms

International trade fair in Vienna scheduled for mid-September; U.S. exhibit to consist of supermarket, food processing products

U.S. firms are invited to participate in the Vienna international trade fair Sept. 13-20.

The fair annually features capital and consumer goods. The U.S. exhibit will consist of supermarket, food handling and food processing equipment.

The exhibit will offer U.S. firms an excellent opportunity to show and sell goods to large numbers of customers and to find capable representatives who will carry on for them for years to come.

Need more information on trade fairs overseas?

It's available, unless the stories indicate otherwise, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Looks promising

The Austrian market for the U.S. supermarket, food handling and food processing equipment looks promising as a large-scale conversion of conventional food stores to self-service units and medium-sized supermarkets is underway.

A growing number of restaurants, hotels, hospitals and other institutions are streamlining kitchen facilities by making use of new labor-saving equipment.

In addition, there is a growing demand in Austria for frozen food, a development which causes food wholesalers and retailers to equip stores and warehouses with adequate handling, processing and storing units. An estimated 35% of the 28,000 food retailers in Austria are now equipped to handle frozen food.

A recent market survey carried out for the Department of Commerce stressed two factors on selling in Austria:

- U.S. industry can compete best with European manufacturers in top quality merchandise of advanced design.
- It is important to be represented by a reliable local distributor who has an efficient sales and service organization.

Products attractive to Austrian buyers include refrigerated and frozen food display cabinets; checkout counters of top quality and design; combination packing, weighing and marking machines; and price marking equipment for use with self adhesive tape.

Also lightweight circular power meat saws and other meat handling and processing equipment; ice cream making machinery and related packaging and display equipment; store barbecuing equipment; electronic sound reproducing equipment to provide background music in stores; and automatic flexible-film packaging machines with heat sealing devices.

Also packaging machinery for plastic and other types of containers; fruit and vegetable bagging machinery, using flexible film or bags, with weighing and counting devices, fully or partially automatic; forklift trucks of advanced design; combination dicing, slicing, shredding and grating machines for raw and cooked vegetables; and small efficient cutters for French fried potatoes.

Additional information is available from Frank Hopkins, Project Officer, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Household supplies show to take place in Turin

The second International Household Supplies and Equipment Exhibition will be held in Turin March 14-28, 1965.

The U.S. Consulate said the show offers some possibilities for introducing U.S.-produced household appliances and other household equipment or increasing the present sales of them if they are low priced and not bulky.

Larger appliances could be introduced through Italian or other European firms manufacturing under U.S. license.

The first show, held March 18-31, attracted some 400,000 visitors and accounted for an estimated $1.6 million worth of business.

U.S. photo equipment sells in Germany

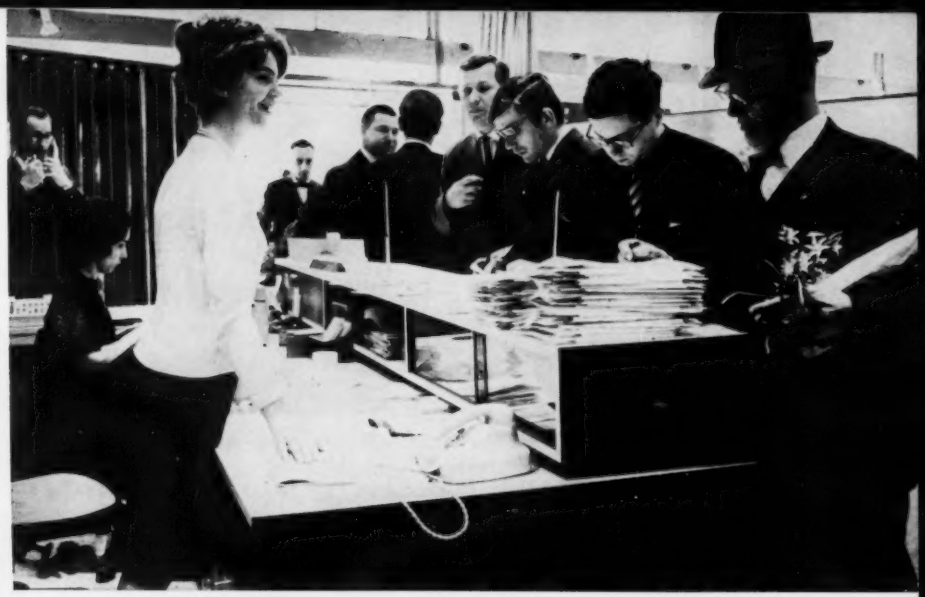
Twenty-five U.S. firms staged exhibits at the recent photographic equipment show at the Trade Center in Frankfurt and found the market promising.

The show was held April 21-30. Sales figures were not immediately available.

The U.S. Consulate General in Stuttgart, in a market survey, reported that the German market was promising for the following U.S. equipment:

Photographic and cinematographic laboratory equipment; photographic reproduction apparatus; electronic multi-flash; quartz lamps for motion picture photography; easy-to-handle, favorably priced sound atttachment for motion pictures; 35-mm. still cameras of good workmanship; and 8 mm. motion picture cameras and projectors.

The recently concluded show was part



of a two-pronged effort by the Commerce Department to sell photographic equipment where the competition is stiffest—Germany and Italy. The U.S. Trade Center in Milan is now staging a "Photography in Science, Industry and Education" show. It opened May 12 and is scheduled to end May 22.

Italian consumers bought $5.6 million worth of film and sensitized materials in 1962. Nearly half that amount was imported, much of it from the U.S.

The idea of mounting two trade center shows back to back in nearby centers, employing two sets of exhibits, one set of exhibitor personnel and a single solicitation effort has been carefully coordinated with the help of the National Association of Photographic Manufacturers and the NAPM Export Trade Committee.

EEC discusses free trade area with new African states

Exploratory talks with 4 countries limited to exchange of views

The European Economic Community (EEC) has held preliminary discussions with Nigeria and the East African countries of Kenya, Tanganyika and Uganda, former British territories and protectorates, with a view toward the establishment of free trade areas.

Reliable press reports say exploratory talks with the 4 countries have been limited to an exchange of views, and the EEC Council of Ministers has not given approval for the formal opening of negotiations.

Three types of agreements are open to the African countries:

a) An agreement similar to the one already in existence between the EEC and African countries which were former territories and protectorates of EEC member states, the Yaounde Association Convention, which establishes a close association between the economies of the African countries involved and EEC member states. This agreement confers reciprocal rights and obligations of a commercial nature;

b) An agreement similar to the one above, but limited to a close association in trade, mostly through tariff agreements;

c) A commercial agreement to facilitate and develop trade between the Community and these countries.

Association agreement preferred

It was further reported that Nigeria and the East African countries prefer an association agreement in line with the second possibility listed above but the French have stressed that the Community is not committed to make an agreement on this basis.

The Community feels further exploration should be made into the effect any association with the four states may have on the interests of African states already associated under the Yaounde Association of Convention. Other factors to be looked into are the extent to which the negotiating African countries expect exceptions from reciprocal tariff reductions for their products and the position of Nigeria, Tanganyika and Uganda as members of both the British Commonwealth preference zone and the EEC free trade area.

'We need capital,' says Guatemalan planner

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

GUATEMALA CITY—Antonio Palacios is in charge of economic planning for this nation—a country the size of Tennessee—whose capital stretches 5,000 feet high to cool volcanic regions, and where skies as clear as violets coax red and yellow callas, azaleas, and zinnias to blossom and bloom to paint all the community in brilliant, smashing color.

Palacios is tense when discussing Guatemala's future. He smiles and scowls, turns away, comes back, and the Coca-Cola in his hand nearly spills from its glass as he gestures, sometimes with resignation, sometimes in pride, usually with brown eyes lit like airport beacons in imagination.

"We must skip two generations," he said last week, standing in the living room of Ambassador John O. Bell's spacious residence. "But we need capital to create a lumber and pulp plant, a glass factory, and to start a steel mill. We must change attitude and thinking, not only of government but of private entrepreneurs. This is hard.

"We have no financial markets and these must be provided. There is no stock exchange."

For a starter, Palacios visualizes sweeping government projects to improve education, sanitation, and communications. "You start, however, with education," he declared. "Eighty percent of our people cannot read or write. We instruct by radio, in classrooms, everywhere, always with dedicated teachers, but not enough. Average annual wages are $180. Education will correct this."

These comments are as tragic as the Antigua earthquake, coming from a land that over a thousand years ago developed a more accurate calendar than the one now universally used.

Palacios, who spent a year at the U.S. Department of Commerce, as well as more time with the World Bank in Washington, began in banking business.

"I get frustrated," he admitted. "Once I stayed a year in Chile just to study far away. I have now returned from a trip around the world, explaining to French, Germans, Dutch, Japanese, and others that Guatemala welcomes foreign capital and has safeguards for its protection."

Palacios has a hi-fi collection of several hundred records. "Sometimes I get so tired when I come home that when my wife plays them I fall asleep all night on the sofa." He goes away each Sunday with his family of five children. "It makes no difference where; just out of town. I need change."

American businessmen generally agree with Palacios, although some suspect his enthusiasm is more ambitious than Charles Finley's. "We should first industrialize agriculture," one grumbled.

This community of more than 600,000 has suburban streets as wide as a youngster's eyes at Christmas. The Avenida La Reforma, with a forest preserve, king size green strip in the center between two separate traffic lanes, passes the spanking new Hotel Guatemala Biltmore. Once inside the city, however, sled dogs would have trouble, but in picturesque, if travel weary, brightness, signs and banners criss-cross the avenues, making downtown passageways a magazine of advertising pages.

The well-oiled Central American Common Market is not concerned with politics. "We do not recognize Costa Rica, nor they us, but we work together on commerce," says Palacios.

Stability, open door to investors brighten Sierra Leone's outlook

Long term outlook for sales of U.S. products is encouraging; diamond and iron ore mines attract most of foreign capital

Increased prospects for a healthier economy are in evidence as Sierra Leone approaches the end of its third year of independence.

Overall economic activity is generally steady though quiet, and a considerable amount of business investment and public and private construction occurred during 1963 and is expected to continue for the coming year with several new projects being considered. The country's economic progress has been greatly aided by political stability and the government's "open door" policy to foreign investment.

Diamond and iron ore mining has attracted the bulk of foreign capital and will probably remain the chief investment field for some time. However, the government is also trying to attract private capital to develop certain agricultural products such as rubber, bananas, and sugar. With 80% of the population living on the land, agriculture is the most important segment of the economy by a large margin.

Small manufacturing industries receive tax benefits and protective tariffs, and some companies have already been formed to take advantage of these concessions.

New industries

A number of new industries are being established in Sierra Leone. During the past year a private brewery, a government-controlled distillery, a private bottling works, a small cannery, and a small cosmetic plant were opened. Industries under active consideration include a government cement plant, an umbrella factory, a palm kernel oil extraction plant, a flour mill, a diamond cutting industry, and a textile mill.

Sierra Leone's 1963 trade picture was fairly bright, with an upswing in exports reducing the trade deficit to $2.6 million.

Sierra Leone's 1963 imports from the U.S. totalled $4.3 million. The principal purchases from the U.S. included mining and construction machinery and parts, air conditioning and refrigeration machinery and parts, clothing, especially second hand, and food (canned and frozen luxury items and wheat flour).

With the exception of used clothing, which is currently in oversupply, and frozen poultry, which has had import restrictions placed on it to protect local producers, sales of U.S. products in 1964 should equal that of last year.

The long-term economic trend in Sierra Leone is favorable and, should this trend be combined with a liberalization of the present preferential tariff system, the outlook for increased sales of U.S. products is good.

Recent agricultural developments have been mixed, especially as they relate to exports. Agricultural exports were up slightly in 1963, totaling $11.6 million or one-seventh of Sierra Leone's export earnings. Although the value of palm kernel exports, the leading export crop, was the same as 1962, earnings in cocoa, ginger, and kola nuts fell. Coffee benefited from a price increase and, since the volume of coffee exports also increased, the value of these exports at $1.8 million more than doubled.

Imports in 1963 were made up principally of cotton fabrics, rice, trucks, and automobiles.

Extensive public works construction is taking place. The biggest current government development project is the $8.4 million Guma Valley Dam, which will have a capacity of 4.4 billion gallons when completed in 1965 and should adequately meet the water requirements of Freetown and its environs for years to come. A hydroelectric power plant will be constructed at the dam. Freetown will also benefit from a new $5.3 million power plant, which will add 13,000 kilowatts to the city's electric capacity.

Senegal shakes peanut slump; Investment Code liberalized

PL 480 sale provides $600,000 in loans to U.S. investors; prospects for increased imports from U.S. are not bright

The economy of Senegal has recovered from a slowdown caused by a poor peanut harvest and is currently showing signs of growth. Good crops and increased calcium phosphate production are forecast for 1964.

Efforts to attract productive investment will be stepped up by liberalizing Senegal's Investment Code in favor of the small investor and by making more industrial loans available through the Senegalese Development Bank, according to the U.S. Embassy in Dakar.

Several important new industries were recently inaugurated. A $16 million U.S.-constructed oil refinery began operations in January with initial production of 8,000 barrels a day. The refinery will eventually save Senegal $2 million yearly in petroleum fuel imports. Mobiloil, Texaco, and Esso hold part of the stock.

Pan American received approval to build a $5 million, 200-room hotel, to be finished by mid-1966.

The Export-Import Bank granted its first Senegalese loan, in the amount of $300,000, for a $500,000 fish refrigeration plant. The plant, partly owned by Starkist, was inaugurated in January. There are also plans to expand production of calcium phosphate at the Taiba mine, which is partly owned by the U.S. firm, International Minerals and Chemical Corporation.

The U.S. has agreed to supply Senegal with $4 million worth of rice and millet under the PL-480 program. The equivalent of $600,000 from the proceeds of these commodity sales will be available as Cooley loans to U.S. businessmen interested in investing in Senegal.

Under existing AID programs, U.S.

procurement is needed for $195,000 worth of kitchen equipment and about $300,000 worth of equipment for 5 vocational schools to be built with AID funds.

U.S. road construction equipment (bulldozers, graders, military trucks, and road rollers) totalling about $1.9 million in value was furnished to the Senegalese Government in 1963. About $300,000 in spare parts will be needed for this equipment in 1964 and 1965.

African businessmen have shown an interest in U.S. low- and medium-quality textiles, canned vegetables and fruits, poultry feed and vitamins, and women's black wigs.

The Embassy reports that several potential buyers in Senegal have lost interest in U.S. products because letters and product descriptions from American exporters were not in French and the metric system of measurement was not used.

Over 90% of Senegal's exports (mostly peanuts) normally go to France. Due to a poor peanut harvest, exports dropped from $101.7 million for the first 9 months of 1962 to $89.6 million for the same period in 1963. Apart from peanuts, however, the value of canned fish (mostly tuna) exports increased from $4.3 million to $5.4 million; and calcium phosphate exports for the entire year increased from 342,000 to 455,000 tons.

Import figures

Total Senegalese imports for the first 9 months of 1963 were valued at $115.5 million compared to $112.2 million for the same period of 1962. About 65% of Senegal's purchases normally come from France.

Following the 1962 pattern, the U.S. supplied only 3.6% ($2.2 million) of Senegal's imports in the first half of 1963. Senegalese purchases from the U.S. included rice; construction equipment; millet; inexpensive cloth (mostly synthetics); steel products; automotive, aviation, and marine equipment; hand tools and hardware; air conditioners; refrigerators, and appliances.

Despite indications of increased U.S. interest in Senegal, the prospects for stepping up private imports from the U.S. are not particularly good. Some liberalization of administrative and tariff barriers against non-Franc Zone imports is expected to result from the new convention between the EEC and the Associated Overseas Territories (which include Senegal) and the withdrawal of the French peanut subsidy after the 1963-64 harvest year.

Nevertheless, there have been few indications to date that this liberalization will benefit other than EEC countries.

Two firms, state economic development board bring total of 'E' winners to 493

Food and meat processing equipment manufacturers receive awards; Gov. Kerner accepts flag as result of 1963 trade mission to Europe

The number of "E" award winners inched closer to the 500 mark as three organizations were honored recently for their help in pushing U.S. exports. The figure now stands at 493.

• FMC International of San Jose, Calif., a division of FMC Corp., discovered obstacles in its path but through persistence and effort overcame them and introduced a number of products abroad, including:

Automatic frozen confection-making machines into Japan, England, Belgium, Italy and Rhodesia; fresh fruit processing equipment into Spain, South Africa and Italy; and instant mashed potato equipment into Australia and Japan.

The firm did this in the past five years by using the "Mother Hen" concept of exporting. This occurs when a large company becomes the principal agent for many smaller manufacturers—in this case for more than 100 U.S. companies.

In addition to food processing equipment, the concern also exports packaging machinery, paper converting equipment and materials handling equipment.

Introducing these products overseas wasn't easy, however. In Japan, for example, FMC faced severe competition from within the Japanese market itself. It overcame this by providing technical assistance plus sales promotion tools and techniques such as an exhibit at the Osaka Trade Fair, and cooperative advertising with Japanese sales agents in Japanese trade journals.

In several Middle East and Mediterranean markets, the company was successful in convincing shippers that fruit would bring better sales prices, because of improved freshness and appearance, if it was machine-processed rather than done by hand.

Eugene M. Braderman, Director of the Bureau of International Commerce, presented the "E" award May 6 to FMC at a luncheon in San Jose. James M. Hait, president of the firm, accepted.

• The following day, Illinois Governor Otto Kerner accepted an "E" award in his capacity as chairman of the Board of Economic Development. Crowdus Baker, president of Sears, Roebuck and Co., made the presentation at a luncheon in Chicago on behalf of Commerce Secretary Luther H. Hodges.

Gov. Kerner led a state trade mission to Europe last fall. Purpose of the trip was to have Illinois firms not exporting there to become aware of the marketing potential.

At the end of the mission, a survey of the participating firms showed that over $600,000 in firm contracts were made final during the trip. The companies estimated future sales at $5.5 million.

Several members of the mission have since returned to Europe and are now calling on established and new clients.

The Board of Economic Development has also been looking to South America for trade possibilities. John A. Kennedy, chairman of the Board's Council of Economic Advisors, recently represented Gov. Kerner on personal calls to government and business leaders in Peru, Brazil and Uruguay.

• Six years ago, the Allbright-Nell Co. of Chicago, manufacturers of meat packing machinery, began to develop an export program for three reasons:

1. To overcome ignorance of modern meat packing methods in many foreign countries.

2. To overcome reluctance of some governments to allow imports of U.S. machinery.

3. To surmount difficulties in arranging financing for prospective customers, especially South American.

At that time, the company averaged about 5% of its volume in foreign business. Exports now total 22.6% of its entire volume.

What was the key to selling abroad? Adaptability to social and business customs, the company decided. In South America, for example, the firm discovered that it must socialize with the customer and his family—which tends to dispel native distrust.

Allbright-Nell also has found it "most helpful" to tell prospective customers that financing is available through the Export-Import Bank. One vice president said recently, "Without the Eximbank, we couldn't have done it."

Anthony J. Buchar, director of the Chicago Field Office, made the presentation May 12 at a ceremony in the company office. John E. Slaughter Jr., president of the firm, accepted the award.

3 U.S. shippers lose export privileges

Electronic firms denied rights for violating export control law

Three U.S. exporters have lost their export privileges for varying periods for export control law violations arising out of improper exports of electronic equipment and other commodities.

They are: The International American Forwarding Corporation, and its president Irving Betheil, 38 Pearl St., New York, N.Y.; Sylvan L. Hart, also known as Sylvan L. Hayuth, doing business as Sela Electronics Company, 545 West End Ave., New York, N.Y.; and Fred R. Gluckman, 140 Riverside Drive, New York, N.Y.

The Commerce Department denial order was issued after an investigation by the Bureau of International Commerce.

Charges made

International American Forwarding Corporation, Betheil and Gluckman admitted the charges and consented to a denial order. Sela Electronics and Hart failed to file an answer to the charges.

The Bureau said that Hart and Gluckman exported strategic electronic equipment valued in excess of $8,000 to Austria by parcel post without obtaining the necessary export license.

Betheil, as freight forwarder for Sela Electronics and a foreign firm, illegally exported strategic electronic equipment to Austria by falsely describing the equipment on export documents as TV sets and parts.

Betheil also failed to comply with a request to produce records which he was required to keep. These records related to exports to Austria which Betheil had handled as freight forwarder. Betheil also exported a shipment of non-strategic commodities to Brazil and falsely described them on the shipper's export declaration as agricultural equipment. He gave the value as $1,500 when in fact the commodities were worth $95,000.

The Bureau of International Commerce imposed the following sanctions:

Hart and Sela Electronics Co.: denial of all export privileges with the right to apply for probation after 24 months.

Gluckman: export privileges denied for 6 months and probation thereafter for 24 months.

Betheil and International American Forwarding Corp.: export privileges denied for 6 months and probation thereafter for 48 months.

This denial applies to all export activities of Hart, Gluckman, International American Forwarding Corporation and Betheil, either direct or indirect. During the probationary period, the parties must abide by all provisions of the export control law.

Tariff Commission reports on clinical thermometers

The U.S. Tariff Commission has submitted a report on developments in the clinical thermometer trade to the President. The report presents statistical data and other information regarding the clinical thermometer industry, emphasizing developments since the Commission's last report in May 1963.

Clinical thermometers entering the country have been subject to an increased duty rate since May, 1958.

The entire report may not be made public since it contains information that would reveal the operations of individual firms, so the Commission is releasing the report with some portions omitted.

Copies of the Commission's public report are available as long as the limited supply lasts. Requests should be addressed to the Secretary, U.S. Tariff Commission, 8th and 'E' Sts., NW., Washington, D.C. 20436.

Surplus food sale provides funds for Congo ventures

A Food for Peace agreement between the U.S. and the Republic of the Congo will finance the sale of $20.9 million worth of U.S. agricultural commodities. The value includes certain ocean transportation costs.

The agreement provides that 15% of the francs received in payment will be set aside for U.S. uses, 70% will be made available for loans to finance economic development projects in the Congo, and the remaining 15% will be available for loans to U.S. and Congolese private enterprise. The private enterprise loans will be made by the Agency for International Development (AID), U.S. Department of State, Washington, D.C. 20523.

Sales will be by private U.S. traders. Purchase authorizations will be announced later.

Pakistan authorized $100 million AID loan

U.S. iron, steel commodities to be purchased by private traders

Pakistan will receive a $100 million U.S. loan to finance imports of commodities—chiefly iron and steel products—from the U.S.

The Agency for International Development has authorized the loan, of which approximately $90 million will be for purchases of iron and steel, principally pig iron, tinplate, billets and steel strip. All will be bought from U.S. producers.

The remaining $10 million is intended for imports of lubricants, medicines, pharmaceuticals, dyestuffs, machinery and automobile spare parts and tires. These also will be purchased in the U.S.

Consortium pledge

This new loan partially fulfills a $212.5 million pledge made by the U.S. for assistance to Pakistan during the current fiscal year. This pledge is part of $430.2 million in aid committed for this period by 9 free world nations, the International Bank and the International Development Association, as members of an International Bank consortium formed in 1961 to support Pakistan's development.

About $80 million of the dollar exchange to be provided by the U.S. loan is expected to be used by private importers in Pakistan and $20 million by government agencies.

Mexico authorized credit for railways improvement

The Export-Import Bank has authorized a $26 million Alliance for Progress credit for Mexico to help complete dieselization of that country's National Railways.

Under provisions of the credit, National Railways will purchase in the U.S. diesel locomotives worth about $17 million. Equipment and machinery for other departments of the railways also will be purchased in the U.S. Alco Products, Inc., of Schenectady (formerly the American Locomotive Company) and General Motors Corporation will supply the locomotives.

EEC Council adopts measures to support anti-inflationary program

Members advised to institute liberal import policies within Community and toward non-member countries

The Council of Ministers of the European Economic Community (EEC) has adopted, with some modification, a program of stabilization measures and recommended that member states institute a short-term, anti-inflationary program to achieve internal and external economic equilibrium.

Although there is no legal commitment for the national governments to implement the recommended policies, adoption of the stabilization measures at the Council level supports these governments in efforts to pursue anti-inflationary policies.

The Council recommended that member states give priority to policies which will stabilize prices and costs of production and offered the following measures as means of achieving these goals.

German balance of payments

In the foreign trade sectors of individual countries the Council advocates adoption of liberal import policies, both within the Community and with respect to non-member countries. It specifically recommended that Germany take measures to slow down the increase in its balance of payments surplus by reducing German customs duties which exceed the EEC common external tariff level, stimulating import of agricultural products, and avoiding measures leading to growth in exports.

It suggested further that Germany could neutralize the inflow of money resulting from the balance of payments surplus by eliminating taxes and other restrictions on the export of capital. And finally, it suggested that steps should be taken to place a larger share of German government orders abroad.

Tightening expenditures

In the domestic sectors, the Council recommended that member states adopt a stricter policy of government expenditure, suggesting that 5% be the maximum annual increase allowed. The Council pointed out that success in the program to restrict public expenditures depends on support of local governments, state enterprises and establishment of appropriate timing for expenditures. The recommendations stressed the necessity for financing any increase in expenditures by increased taxes.

Additional measures recommended include government efforts to restrict credit expansion, to educate principal economic and social groups to the necessities and principles of the stability policy, to supervise imperfectly competitive markets in order to prevent limited competition from leading to price increases and to moderate the development of internal demand.

Germany opens quota for feeder cattle

Germany's Foreign Trade Agency has announced an import quota for cattle other than for breeding or immediate slaughter, according to the U.S. Embassy in Bonn.

Imports will be accepted from all countries and applications for import licenses may be submitted until the undisclosed quota has been reached but not later than June 26. Licenses shall be valid for four weeks but not beyond June 30, 1964.

This measure was taken due to the present high German beef prices and the expected decrease in the number of cattle available for slaughter this year.

Guatemala lifts duty on yellow corn imports

Guatemala has lifted the duty on yellow corn imports until June 30. The amount of yellow corn which can be imported from outside the Central American Common Market is limited to 150,000 quintals (7,605 tons).

According to trade sources it is likely that most of this volume will be imported from the U.S. and that the value of such imports should be about $400,000.

Japan will remit previously-blocked investment earnings

Permits remittances over 5-year period; yen made convertible

The Japanese Government has announced a formula under which previously-blocked investment earnings can be remitted over the next five years in connection with an action making the yen conditionally convertible.

Prior to July 1, 1963, foreigners unable to invest in Japan an a validated basis—which guaranteed remittance of earnings and repatriation of principal—were free nevertheless to invest on a so-called yen basis. Under the latter system, the foreign investor agreed to accept yen rather than foreign-exchange payments. Effective last July 1, the Government abolished the yen-based investment option.

This latest action takes two forms. First, all earnings accruing from yen-based investments after April 1, will be remittable as they are earned. This is in line with Japan's new Article VIII obligations to the International Monetary Fund that the yen is to be freely convertible for "current international transactions."

Installment plan

Second, earnings from yen-based investments accumulated prior to April 1 may be worked off in installments over a five-year period. If the investment has been or is to be liquidated, repatriation of principal may also be made in similar installments.

To permit remittance, such earnings and principal must be deposited first in an exchange non-resident deposit account. At the beginning of the calendar year following the year in which such deposits are made, 20% of the total may be remitted. A similar amount may then be remitted from the beginning of each of the four succeeding calendar years. Thus if earnings and/or principal are placed in a deposit account before January 1, 1965, the initial 20% may be remitted on that date, with the final 20% remittance to be made January 1, 1969.

The Japanese Government, as of the end of January, estimated that firms es-

tablished by foreigners on a yen basis numbered 289; branch offices of foreign corporations supported by yen-based investment funds totaled 273; and yen-based investments through the stock exchange numbered 877. Investment through these various channels is estimated to amount to $140 million. Pre-April 1 accrued profits reportedly total $40 million, with future profits expected to run at about $13 million annually.

State Board controls Iraq's food imports

U.S. exporters should contact Director to use sales network

Recent activities of the Government Purchasing Board of Iraq (GPB) are of importance to present and potential U.S. exporters of foodstuffs because of the expanding network of retail outlets in Iraq serviced by the Board.

In addition to 4 outlets of its own, the GPB acts as wholesaler to 800 Baghdad merchants and expects to appoint 1,000 more retailers in other cities shortly. Stores which the GPB contracts to supply must agree to sell at fixed prices and not carry competing goods.

The GPB, a government-owned trading company, is empowered to import and distribute essential goods to Iraqi consumers, assuring them of a constant supply at steady prices. It has acquired a monopoly in the importation and distribution of sugar and is by far the largest single importer of tea and rice.

Import monopoly

The GPB also has a monopoly on the importation of commodities which compete with local industry such as vegetable oil, vegetable shortening, jute products and shaving soap. In order to obtain the foodstuffs it imports, the GPB has been bartering surplus Iraqi commodities, primarily dates.

Firms wishing to take advantage of the importation and distribution system being developed by the GPB should contact Mr. Hisham al-Windawi, Director General, Government Purchasing Board, Rashid Street, Baghdad, Iraq.

Korean currency devaluated in move to stabilize economy, promote exports

Export-import link system abolished, export subsidies suspended, automatic licensing of imports to be increased concurrently

Korea has devalued its currency by nearly 50%, from 130 won to one U.S. dollar to 255 won to the dollar.

The new rate which went into effect May 3 will operate under a unitary fluctuating system, with the 255 won figure as a floor below which the exchange rate cannot appreciate. There is no limit, however, on the extent to which the rate can depreciate, i.e., rise above the 255 won figure. Concurrently, the export-import link system has been abolished, export subsidies will be suspended, and automatic licensing of imports is to be increased.

In announcing the devaluation, President Chung Hee Park stated the move is intended to stabilize the economy in the face of mounting inflation, promote exports, curtail waste of foreign exchange, and reduce corruption engendered by preferential treatment of Korean importers.

U.S. helps

He noted that price increases would be restrained by an additional $10 million in AID Supporting Assistance promised by the U.S., an additional 250,000 tons of grain under Public Law (PL) 480, and $20 million in loans from U.S. banks.

The "floating" or market rate to be established under the new system will be created by the purchase and sale of certificates denominated in foreign exchange, with all transactions being made at the market rate, whether or not a certificate is involved.

Transactions in foreign exchange will take place by way of free negotiation of these certificates between individuals or institutions. The certificates are to be generated by the surrender of foreign exchange to the foreign exchange authority or issued on the backing of exchange reserve holdings. The surrender of exchange by non-residents including tourists, and exchange obtained from foreign aid programs and foreign governments, will not involve the issuance of certificates. In all other cases, however, a certificate will be required to effect foreign exchange payments.

Foreign exchange

There will be little or no restrictions on who may buy or sell the certificates, which will be good for 60 days and may be sold for won to the foreign exchange authority at any time before they expire. They will not, however, be accepted as collateral for loans by banks.

The exchange system will be managed by the Bank of Korea which will set buying and selling rates twice daily. Banks which are currently licensed to engage in exchange transactions will continue to do so.

Ceylon frees more drugs from import licensing

Ceylon's Controller of Imports and Exports has added over 400 items, including many products of U.S. firms, to the list of proprietary drugs which may now be imported into Ceylon without an individual import license.

Also freed from individual licensing under this order are the following non-proprietary preparations: antihaemophilic globulin, human fibrinogen; kanamycin; potassium bicarbonate; quinine bihydrochloride.

Copies of the list may be obtained from the Near East-South Asia Division (OIRE), Bureau of International Commerce, Department of Commerce, Washing, D.C., 20230.

Italy announces duty-free quotas

Italy has announced duty-free quotas for 1964 on imports from the U.S. and other non-Common Market countries.

The imports affected are fresh tuna, whether or not frozen, imported for the canning industry for preparation or preservation (tariff No. ex 03.01-B-I-b-2)—25,000 mt.; and ferro-chromium with a carbon content of up to 0.1% for direct use by industry (tariff No. 73.02-E-I-c-1)—4,000 mt.

Ecuador enacts 'Law of Companies' to help businesses

Sets regulations for foreign companies entering country

In an attempt to modernize and encourage certain types of commercial organizations, Ecuador has established a new Law of Companies (Ley de Compañías) replacing earlier codes which controlled commercial enterprises.

The new law, while maintaining existing general partnership and limited partnership forms of business organization, expands the stock-issuing facilities of the corporation (compañía anónima), permits establishment of limited responsibility companies in which stockholders may also be company administrators, and encourages the use of a previously-existing form of organization called the "mixed company" (compañía de economía mixta) which unites private and public capital and is useful particularly for larger projects of a development nature. The law makes provision for a Superintendency of Companies which when established, will have general overall regulatory powers for both national and foreign companies domiciled in Ecuador.

Rules set forth

Foreign companies wanting to enter into business in Ecuador must:

- show that they are legally constituted in accordance with the laws of their own country;
- demonstrate that they are legally authorized to establish branches and do business abroad;
- maintain permanently a representative in Ecuador with adequate facilities to carry out all necessary actions and legal business in the country, and especially to be able to respond to claims and to comply with contractual obligations.

Careful observance of this last provision is of extreme importance if companies are to avoid possibilities of lawsuits. A foreign company must establish a reserve fund related to the business which it hopes to do and may reduce this amount only under specified conditions. Agents of foreign companies must be registered with the Chamber of Commerce located in the company's principal place of business in Ecuador.

Journals Available

New editions of the Australian, Finnish, German and Libyan International Customs Journals are now available at Department of Commerce field offices.

Copies may be obtained on a loan basis under a newly-established procedure for distribution of the Journals. The field offices now will receive increased copies as the Journals are published.

The Journal series comprises translations of national tariffs issued by the International Customs Tariffs Bureau in Brussels. The series is made available to member governments only.

Publication of new editions for individual countries will be announced regularly in INTERNATIONAL COMMERCE upon receipt by the field offices.

Copies of previously-issued English translations for other countries will remain available for reference only at most field offices.

German Government modifies turnover equalization tax

Germany has issued the third ordinance modifying its Turnover Equalization Tax Code.

Under this measure, imports of the following items, unavailable or available only in insufficient quantities in Germany, have become tax-free (previous tax rates shown in parentheses):

- dried eggs and egg yolk (ex tariff No. 04.05-B-I) for the production of macaroni, spaghetti and similar products under customs supervision (4%);
- soft (non-durum) wheat (ex 10.01) and corn (ex 10.05-B) for the production of starch under customs supervision (1.5%);
- waste and scrap of artificial graphite, used articles of artificial graphite which may be used as raw materials (ex 38.01-A-II-b) (4%);
- ingoted scrap metal (ex 73.15-B-I-b-1-a) (6%);
- drawn stalks of cadmium (ex 81.04-B-II) (4%).

In addition, by revising the text of tariff No. 53.02-B, stained fine animal hair, previously tax-exempt, became subject to a 4% turnover equalization tax rate.

Foreign exchange rules tightened by Ghana

In an effort to maintain tighter control on foreign currency transactions, the Government of Ghana has issued new regulations on financing 1964 imports against documentary credits.

The new measures, which became effective April 1, require all imports for which valid licenses are issued for shipments during 1964 to be financed on the basis of sight or acceptance drafts established by the importers through their local banks.

Prior approval of the Exchange Control Committee now must be obtained by the opening bank on behalf of the importer for letters of credit, as well as the ceiling for each individual transaction. Banks also are required to obtain a minimum down payment of 15% from importers before opening letters of credit for consumer and consumer durable goods.

Ghanaian importers no longer are allowed to deposit sums abroad with suppliers to draw upon periodically for consignments of merchandise.

Austrian Government applies anti-dumping regulations

The Austrian government has decreed, on the basis of the Anti-Dumping Law of May 23, 1962, that anti-dumping action will be taken against fiber glass belonging to Tariff Number 70.20-D-1 of the Austrian Customs Tariff.

The ordinance went into effect on December 23, 1963, and will remain in force for one year.

An unofficial English translation of the Austrian anti-dumping law is available upon request from the European Division, Bureau of International Commerce, Washington, D.C., 20230.

Ecuador changes tax on banana exports

Ecuador has revoked all existing taxes on the production, transportation, and exportation of bananas. A single tax of 18% on the f.o.b. value of banana exports tentatively has replaced them.

The tax of 18% will remain in effect pending further study of decree No. 529, which was to have substituted a single tax of 21.4% on banana exports, effective last March 16.

The stated purpose of the decree is not to raise the taxes levied on bananas, but to create a uniform banana tax throughout the country.

7 potential U.S. investors study projects thru AID survey program

AID will foot up to 50% of survey costs if firm doesn't invest; each to use local partners, management, and labor if undertaken

Seven potential investors from the U.S. are looking into business possibilities in developing nations with the help of the Agency for International Development (AID). Their interests range from cement production in Greece to milk processing in Nigeria.

The 7 firms or individuals have taken advantage of AID's investment survey program. AID pays up to 50% of survey costs if the firm decides not to invest. If the investor decides to put his money into the project after investigating the opportunity, he pays the entire cost.

The potential investors and their projects are:

The Shaw-Perkins Manufacturing Company, West Pittsburgh, Pennsylvania, studying the feasibility of making transformer cooling equipment in India. Survey cost is $7,176.

The American Cement Corporation, Los Angeles, California, considering acquiring a Greek cement production firm and increasing its production. AID would participate in up to half of the cost of the $26,740 survey.

Harold S. Victor, Detroit, Michigan, vice president of the Mary Carter Paint Company, interested in acquiring a paint manufacturing plant in Thailand. Survey cost is $32,700.

The Northeastern Milk Products Marketing Agency, Inc., of Syracuse, N.Y., interested in establishing a company in the Eastern Region of Nigeria for processing and distribution of milk and milk products. AID's share would be half of the survey cost of $6,000.

The National Oats Company, Cedar Rapids, Iowa, determining whether it will establish food processing plants in the larger coastal cities of West Africa with distribution facilities both in these urban areas and extending into the principal inland population centers. Survey cost is $14,130.

Donald M. Weiland, Phoenixville, Pennsylvania, representing the Business and Industry Development Company, investigating the feasibility of a project to collect, slaughter, chill and ship beef in the Bornu Province of Nigeria. AID would pay half of the $2,300 survey cost.

River Brand Rice Mills, Inc., Houston, Texas, investigating the advisability of investing in a plant to produce instant rice in Vietnam, processing locally available rice primarily for sale as ranger rations to the Vietnamese army. Survey cost: $21,650.

In each case, the U.S. firms would use local partners, management and labor if the businesses are started. The U.S. AID Missions involved have all recommended that the surveys be made.

German firm requests maintenance equipment

A manufacturer of hand grease guns and grease fittings for use in maintenance of automobiles would like to produce similar or larger equipment under license for maintenance work on all types of construction, agricultural, and metalworking machinery.

Write Willy Hallbauer-Metallwarenfabrik GmbH, 10 Industrie-Strasse, Viernheim/Hessen, Germany.

MACHINERY LICENSE WANTED

A Dutch firm is seeking a license to make planting, seeding and fertilizing machinery and farm dairy machinery and equipment; industrial conveyors and conveying equipment, trucks, tractors, trailers, and equipment; dairy and milk products plant machinery and equipment; vegetable, fruit, meat, and poultry packing and processing machinery; packaging and wrapping machines, except for food and tobacco; and truck and bus chassis.

Write Carrosseriefabriek en Constructiewerkplaats Konig N.V., 155 Weteringkade, The Hague, Netherlands.

U.S. licensees sought for newly-developed wrench

U.S. licensees are sought for the production of a wrench developed in Sweden and patented in the U.S. It has the advantages of a conventional slideable jaw wrench, and can be used as a ratchet wrench.

The gap of this multi-purpose wrench retains its adjusted position when in use, as unintentional turning of the adjusting worm is eliminated by means of a device exerting a braking effect upon the worm. This is said to also eliminate destruction of nut and screw heads caused by the gap of the wrench becoming larger while in use.

A copy of the U.S. patent on this wrench, a set of three photographs, and a blue print drawing are available on a loan basis from Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C., 20230, by referring to File number 1241. The identity and address of the Swedish firm that designed this wrench is also available.

London engineering firm desires mechanical gear

A London engineering firm is interested in manufacturing under license all types of mechanical handling equipment and civil engineering machinery such as excavators and conveyor machinery for use in factories.

For further information write Walter Hudson Engineers, Ltd., and Associate Companies, Abbey House, Victoria St., London, S.W.1, England.

FRENCH MOTORMAKER

A French firm wants a license for the manufacture of aviation and diesel pistons, thermal motors and other similar products. Write Etablissements A.M.O., 16 rue Buffon, Colombes (Seine), France.

WOULD-BE DATA PROCESSOR

A British firm is seeking a licensing arrangement with a U.S. company for the manufacture of data processing and read-out equipment, electronic test equipment for industrial and laboratory use, and TV test equipment for transmitter and studio use.

Contact Gresham Lion Electronics Ltd., Twickenham Road, Henworth, Middlesex, England.

Nigerian firm asks partner in making hats, uniforms

U.S. technical know-how, capital needed to set up local factory

A small but growing contractor-exporter firm in Lagos plans to manufacture hats and uniforms and seeks a U.S. partner with technical know-how and about $85,000 capital to establish a local factory.

The firm estimates that a total investment of around $140,000 would be required to establish a modern plant suitable for the purpose. It would be located in Lagos on land acquired under a 99-year lease.

The present firm, a partnership, would be reorganized as a limited liability company and the U.S. investors offered 50% of the company's shares. The present partners would put up approximately $56,000 in additional capital in the joint venture.

Sewing and tailoring machines, estimated as costing around $45,000 would be imported, very possibly under "pioneer industry" status free of duty.

Hats in demand

A substantial market for hats and uniforms is afforded by requirements of various Government agencies and corporations, such as the military, police, customs, railways. Present requirements are almost totally imported, mostly from Italy and the United Kingdom. In 1962, imports of hats and caps alone were valued at $969,000.

The General Manager of the firm is scheduled to come to the U.S. in June and will be available to discuss this joint venture proposal with interested persons at that time.

U.S. firms or individuals desiring further information are invited to write to Bureau of International Commerce, Office of International Investment, File 1-2311-3-G, Department of Commerce, Washington, D.C., 20230.

PROCESSING LICENSE

Manufacturer of oatmeal and other cereal specialties seeks license for soya processing for food and technical industries.

Write to Gerstenmuhle AG, Lutzelfluh, Canton Bern, Switzerland.

Feasibility studies

The potential of 8 industries in Venezuela is assessed in reports prepared by Ebasco Services, Inc., New York, under contract with the Venezuelan Development Corporation and the Agency for International Development. These reports recently have become available to U.S. enterprises interested in investigating investment opportunities in Venezuela.

The reports in question are feasibility studies of manufacturing electric motors; integrated fish-processing operation; food-processing industries; leather industries; metalworking industries; pulp and paper plant; manufacturing pumps; wood industries.

Interested U.S. firms may obtain copies of any of the above-listed reports by writing to Industrial Development Division (LA/IDD), Bureau for Latin America, Agency for International Development, Washington, D.C., 20523.

Venezuelan producer seeks joint venture arrangement

A Venezuelan poultry and dairy feed producer wishes to interest a U.S. firm in a joint venture to expand present capacity of 25 tons of mixed feeds a day. The producer states that he also raises poultry and at present has 10,000 egg-laying hens.

For additional information, write: Alimentos Los Teques, Calle Independencia No. 157, Barrio Santa Ana, Maracay, Estado Aragua, Venezuela.

GERMAN WANTS LICENSE

License is sought to make residential heating equipment, vacuum cleaner attachments and charcoal filters by manufacturer of household articles and agricultural implements made of galvanized steel. Osthues & Bahlmann, P.O. box 43, 474 Oelde/W., Germany.

LICENSE FOR HEATERS

German manufacturer of fuel oil heaters and dairy implements seeks licenses from U.S. manufacturer of fuel oil heaters and air filters for industrial purposes, spraying equipment for insecticides and feed conveying, mixing equipment.

Write: Heinrich Gerlach & Co., 153-156 Warendorfer Strasse, 473 Ahlen/Westfalen.

Swedish manufacturer offers loader for U.S. production

A Swedish manufacturer offers a tractor mounted loader for production in the U.S. under license or on a joint venture arrangement.

The loader is front-mounted and has two single-action lift cylinders. It is designed for loading manure, gravel, earth, hay, snow, crates, and it is easy to operate, according to the manufacturer. Lift capability and lift speed are dependent on the tractor's hydraulic system. The job arms with attachment can be attached and detached easily, as well as the loader as a whole. The Federal Machine Testing Department of Sweden reports the durability of the loader is good.

Additional information on the product and the identity of its manufacturer is available from the Bureau of International Commerce, Office of International Investment, File 1239, Department of Commerce, Washington, D.C., 20230.

License for canned soups sought by Venezuelan firm

The largest Venezuelan food canning firm desires to enter into a licensing agreement with a U.S. producer of canned soups to manufacture full line of canned soups in Venezuela.

The firm, which proposes to distribute and market canned soups under its own brand-names unless an outstanding U.S. brand name is available, mainly requires manufacturing formulae and technical know-how.

The technical advisor of this Venezuelan firm is scheduled to arrive in the U.S. on or about May 21, for a month's visit, during which he will be available to discuss technical phases of any proposals prospective U.S. licensors may wish to make.

Interested U.S. soup canners may indicate their interest in this licensing opportunity by writing to Bureau of International Commerce, Office of International Investment, File 2-2032-3-B, Department of Commerce, Washington, D.C., 20230.

MACHINERY PRODUCTION

Manufacturer of textile machinery, steel tubes and pipes, steel structures, is interested in obtaining licenses for the production of machinery and/or equipment in the fields of humidity control, air-conditioning, chemical production. Write Benteler-Werke AG, 10-16 Weidenstrasse, 48 Bielefeld, Germany.

$12 million budgeted by Libya for new hospital; construction bids invited

The Government of Libya invites interested U.S. firms to bid on the construction of a 50 bed hospital at Tarhuna, using plans prepared by a U.S. consulting firm according to American specifications.

The budgeted estimate for the new hospital is almost $12 million, one of many such projects planned under Libya's $475 million Five-Year Development Plan, which is to be financed from oil revenues.

Construction work will also include providing and installing built-in equipment for the hospital, relative site work such as sewage treatment, fencing, roadway, and an emergency power station.

The project, "Construction of Tarhuna Hospital, Contract 1," has a June 22, 10 a.m. bid deadline. Bids in English or Arabic should be sent by registered mail to The President, Central Tender Board, Ministry of Finance, Tripoli.

Conditions and specifications can be obtained upon payment of $140; and must be requested before May 30, either from the Director-General of Technical Affairs, Ministry of Planning & Development, Tripoli, Libya or from the Regional Director of the Ministry of Planning & Development, Benghazi.

Ecuador buying equipment for Cumbaya Power Plant

The Empresa Electrica "Quito" S.A., Quito, Ecuador is inviting tenders on equipment for the Second Stage of the Cumbaya (Ecuador) Power Plant. Included in the equipment being requested and their bid deadlines are two 11,111 kva., 3-phase, 60 cycle, 4.160 volt, 514 rpm alternating current generators, June 19; welded steel penstock, June 8; two 14.000 hp, 514 r.p.m., vertical shaft, Francis type hydraulic turbines, 2 governors, 2 butterfly valves and controls and 2 spiral case extensions with sleeve type couplings, June 19; two 4.16 to 46 kv., 3-phase, 10.000/12.500 kva. power transformers and switchyard equipment, June 8; and switching equipment, June 8.

Specifications are available from the Empresa Electrica "Quito" S.A., Calle Mejia 523, P.O. 473. Review copies are also available in Room 4124, Power and Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242).

Silt sampling sets sought

Mr. N. R. Chaplin, (C2D/Various 343/4008), Crown Agents, 4 Millbank, London, S.W.1, England, wishes to purchase 2 silt sampling sets with cases, for high velocity streams, cable suspension brass, and sample bottles with case; 2 silt sampling sets with cases, for low velocity streams for hand use. Concern requests descriptive literature and price lists.

El Salvador revises fees

The Fundacion Bloom, 2a. Calle Oriente No. 215, San Salvador, has published the deadline of June 1, 5:00 p.m., for receiving bids on specified equipment items (see INTERNATIONAL COMMERCE, 3/23, p. 18).

The Fundacion Bloom will furnish sets of Plans and Specifications for the following revised fees, not including postage, to be paid by the requesting firm: Elevators $11.60; Ventilation, Air Conditioning & Refrigeration $17.60; Vinyl Flooring $24.80; Terrazzo Flooring $24.80; Revetment $28.40; Kitchen and Laundry Equipment $8.00; Mechanical Equipment $33.20; Garbage and Laundry Chutes $8.00; Total $156.40.

German mail order firm wants complete line of household electrical goods

The Chief of the Electrical Department of the largest mail order house in Europe wishes to buy a complete line of electrical household goods such as kitchen appliances, laundry equipment, radio-phonographs, and television sets including spare parts and accessories. Write to Hermann Hirschmann. Grossversandhaus Quelle, Gustav Schickedanz KG., 91-95 Nuernberger Strasse, Fuerth/Bayera, Germany.

The firm is interested in contacting U.S. manufacturers that are willing to let them use their trade name on the commodities in question.

Only firms that can supply large quantities of merchandise at a medium price range on a continuing basis should reply. C.i.f. quotations are preferred.

A World Trade Directory Report, dated April 30, 1962, furnishing background information on the firm is available for $1 from the Commercial Intelligence Division, Department of Commerce, Washington, D.C. 20230.

UAR seeks bids for power station interconnection system

The Electrification General Administration, Ministry of Public Works, United Arab Republic, is inviting tenders for the supply and erection of an 11.5 kv electrical transmission system. The system will serve as an interconnection or the Suez steam power station and the Fertilizer Factory station, the Nasr Oil Fields Co. Station and the Suez Petroleum Refinery power station.

Bid deadline is May 30.

Tenders should be submitted to the Director General, Electrification General Administration, Ministry of Public Works, Ramses St., Nasr City, Cairo. Tenderers must have a representative in the U.A.R.

Copy of specifications is available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

Airport Terminal Building planned for Guatemala; construction bids invited

The Direccion General de Aeronautica Civil of the Guatemalan Government invites bids on the construction of "la Aurora" Airport Terminal Building, consisting of about 27,500 sq. yds. of constructed area and about 82,000 sq. yds. developed area which will include drainage, borders, sidewalks, streets, paving, parking space, and green areas.

The Tender No. is 18-64; bid deadline is 9 a.m., June 16. Bidders may contact Banco de Guatemala, Guatemala City for financial reference.

Specifications, comprised of 2 volumes in Spanish, can be obtained from Departamento de Bienes Nacionales, Licitaciones y Asuntos Alemanes, 3a. Calle 3-49. Zona 1, Guatemala City, Guatemala. One complete set is available for review only in the Building Materials & Construction Industries Division, BDSA-306, Rm. 4012, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

NATO construction project in Italy open to U.S. bidders

The Italian Ministry of Foreign Affairs has announced a NATO infrastructure project No. 198, calling for about 28.000 sqm. of new P.C. concrete aprons 28 cm thick on granular subbase at Sigonella (Sicily) at an approximate cost of lire 275,000,000 (1000 lire = US$1.60).

U.S. firms certified to participate in NATO international competitive tenders are invited to make their interest known before May 22 to the Ministero Difesa-Aeronautica, Direzione Generale Demanio, Ufficio Study, Rome, enclosing qualification data on a special form which is available from BDSA's Trade Opportunities Staff (111), U.S. Department of Commerce, Washington, D.C. 20230.

U.S. firms not already certified but desiring such certification should apply to the Trade Opportunities Staff and include the firm's resume, a recent annual report, a financial statement, and a completed General Services Administration's Standard Form 129.

Substation equipment needed

The Empresa De Energia Electrica De Bogota is inviting bids for supply and supervision of erection of equipment for the 115 kv San Carlos Substation. Tender No. SII-18 includes circuit breakers, current transformers, disconnecting switches, lighting arresters, potential transformers, control switchboards, metal-clad switchgear, batteries, and other associated materials.

Bid deadline is June 9.

Specifications may be obtained from the Empresa de Energia Electrica de Bogota, Calle 13, No. 37-35—Oficina 224. Bogota, D.E., Colombia, upon payment of $30.00. A copy of specifications is also available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

Izmir C of C wants U.S. firm to manage brand new hotel

The Izmir Chamber of Commerce wishes to lease a modern hotel overlooking the Gulf of Izmir to a U.S. hotel chain or management firm.

The hotel, which is now under construction, should be finished around the middle of August 1964. It will contain 62 double rooms with bath, a modern restaurant with accommodations for 150-200 people, a cocktail lounge, tea rooms with kitchens, a roof cafeteria overlooking the gulf, club rooms and reception hall, several small shops for tourist trade, service rooms, and a combination garage-service station for the guests.

Hotel chains or management firms should include in their bid proposals provisions for furnishing the hotel, terms for leasing the building (except club rooms and reception hall which will be maintained by the Chamber of Commerce), the duration of management, and proposed rent.

Submit bids to Mr. Lutfi Kantarci, Director General, Chamber of Commerce, Izmir, Turkey as soon as possible.

Additional data is available on a loan basis from J. L. Malone, Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230.

Ireland issues tender for 2 medium frequency transmitters

The Irish Department of Posts and Telegraphs has issued tender No. C34 calling for the supply and installation of 2 medium frequency radio telephony transmitters for coast radio stations, one at Malin Head and one at Valentia. The bid deadline is June 16.

The transmitters will operate in the range of 1.6 to 3.8 mc., am, with 1 kw. power output to the transmission line. The transmitters should be suitable for 4 spot frequencies, but preference will be given to equipment capable of accommodating 6 spot frequencies.

Firms interested in tendering on this project must obtain copies of the tender documents and specifications from the Office of the Engineer-in-Chief, Contracts Section, Department of Posts & Telegraphs, Leitrim House, The Castle, Dublin 2, Ireland.

Firms located in the U.S. may borrow loan copy of the tender documents from the Electronics Division, BDSA-308, Room 4117, Department of Commerce, Washington, D.C. 20230. Telephone 202-967-4036.

Roadbuilding equipment needed for UAR region

The Beheira Governorate of the UAR wants to buy various types of roadbuilding equipment such as bulldozers, CMA road graders, 6 dump trucks, an asphalt layer, power shovels, and a rock crusher. Replies with descriptive brochure and price lists are requested.

Inquiries should be addressed to the American Consul, U.S. Consulate General, Alexandria, United Arab Republic.

Pakistan extends bid deadline

The Secretary, Railway Board, Government of West Pakistan, Lahore, has extended the bid deadline for supply of 34 diesel railcars and 92 carriages from May 13 to June 15. (INTERNATIONAL COMMERCE, April 13, p. 45).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX. 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-0611.

ATLANTA, GA. 30303, 75 Forsyth St., N.W. Phone: Jackson 2-4121.

BIRMINGHAM, ALA. 35203, Title Bldg., 2030 Third Ave., North. Phone: 323-8011.

BOSTON, MASS. 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y. 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C. 29401, Suite 201, Marcus Bldg., 6 Broad St. Phone: 722-6551.

CHARLESTON, W. VA. 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO. 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL. 60606, Room 1302, 226 W. Jackson Blvd. Phone: 828-4468.

CINCINNATI, OHIO 45202, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7000.

DALLAS, TEX. 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3267.

DENVER, COLO. 80202, 142 New Custom House, 19th & Stout St. Phone: 534-4151.

DETROIT, MICH. 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN. 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA. 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.

KANSAS CITY, MO. 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF. 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-7830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33132, 408 Ainsley Bldg., 14 N. E. First Ave. Phone: FRanklin 7-2581.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg. 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84101, 222 S. W. Temple St. Phone: DAvis 8-2911.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave., Phone: 556-5868

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: Albans 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

South African firm seeks supplier of cold drawn tubing

Tangent Engineering Co., 90 End Street, Johannesburg, Republic of South Africa, wants a source of supply for cold drawn quality tubing, suitable for honing out, to be used as hydraulic cylinder barrels for pressures up to 2,000 p.s.i.

The following sizes are required at random lengths:

Bore	O.D.	Bore	O.D.
2″	x 2½″	4″	x 4¾″
2½″	x 3″	4½″	x 5¼″
3″	x 3⅝″	5″	x 5¾″
3½″	x 4⅛″	6″	x 7″

Tangent thinks that a tolerance in bore of minus 0.006-0.010 as drawn, should be sufficient to hone out to plus 0.001 minus 0.000.

A World Trade Directory Report dated March 18, furnishing background information on the firm, is available for $1 from the Commercial Intelligence Division, Department of Commerce, Washington, D.C. 20230.

Turkish firm to buy pumps

Neptun Makina, 20 Gazi Blvd., Izmir, Turkey, wants to buy about 35 multi-stage centrifugal pumps with an output of 2 to 15 metric tons per hour, against a discharge pressure of 175 p.s.i.; pumps should be complete with 3 phase electric motor operating off 220/380 v., 50 cycles main supply.

The firm requests airmail quotations.

A World Trade Directory Report dated January 1, 1963, furnishing background information on the firm is available for $1 from the Commercial Intelligence Division, Department of Commerce, Washington, D.C. 20230.

India invites bids on godowns; check tenders before buying

The Superintending Surveyor of Works (Food Wing), Central Public Works Department, New Delhi, India invites global bids on the construction of flat storage godowns or warehouses of 25,000 ton bulk capacity at Kandla, India. The bid includes supplying and erecting mechanical handling equipment. The deadline is July 20 (New Delhi) and the Tender is Ministry of Food No. 3/7/64/-SGVI.

Copies of the tender notice are available at the India Supply Mission (Ref.: D/ENQ/993), 2536 Massachusetts Ave., NW., Washington, D.C. 20008 for $10.50 each, not refundable; however, before purchasing tender papers, suppliers are advised to review same at the above address.

One copy is available for review only in the office of the Building Materials and Construction Industries Division, BDSA-306, Room 4012, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

Hydraulic brake fluid sought

The Ceylon Transport Board, Werahera, Boralesgamuwa, Ceylon, has issued a tender, closing date June 3, for purchase of 15,000 Imperial gallons of Heavy Duty Hydraulic Brake Fluid conforming to specifications SAE 70 R3, to be supplied in sealed 4 gallon (Imperial) non-returnable steel containers.

Copies of the tender forms may be obtained from the U.S. Embassy, Ceylon.

Copy of the tender is available on a loan basis to firms located in the U.S. from Chemical & Rubber Division, BDSA, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2090.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated April, unless otherwise marked.

Canneries and Frozen Food Producers and Exporters—Trinidad and Tobago.
Coffee and Cocoa Exporters—Panama.
Dental Supply Houses—Syria, May.
Feedstuff Importers, Dealers and Manufacturers—Chile, May.
Office Supplies and Equipment, Paper and Stationery Importers and Dealers—Republic of South Africa.
Photographic Supplies, Dealers and Photographers—Italy, March.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

010 Commercial Farms

NETHERLANDS—White, black mustard seed. Direct purchase and agency. Edelkerna N.V. (importer, exporter, wholesaler), 141 Hoofdstraat or P.O. Box 65, Hillegom. WTD 12/10/63.

011 Field Crop Farms

NETHERLANDS—Grain. Direct purchase and agency. Edelkerna N.V. (importer, exporter, wholesaler), 141 Hoofdstraat or P.O. Box 65, Hillegom. WTD 12/10/63.

012 Fruit Farms

SWEDEN—All kinds of fresh fruit. AB Malmö Fruktimport, 2 Gibraltargatan, Malmö. WTD 4/16/64.

149 Nonmetallic Minerals

AUSTRALIA—Fancy brilliant cut diamonds, 10-15 carats per month. E. J. Withers (importer, wholesaler), Grand Central Bldg., 205 Queen St., Brisbane, Queensland. WTD 4/23/64.

200 Food

SAUDI ARABIA—Canned fruit, vegetables, poultry, dried fruit, all kinds of packed food; rice, sugar (packed in double bags); wholesaler, importer, retailer requests quotations c.i.f. Jiddah. Muhammad Kamil Zahid, Madina.

203 Canning, Preserving Foods

ENGLAND—All kinds of dehydrated, canned, frozen, fruits, vegetables and meat. For institutional usage, not consumer packs. Agency. C. N. Richardson (King's Lynn) Ltd. (commission merchant, sales agent), 14 Blackfriars Rd., King's Lynn. WTD 4/7/64.

GERMANY—Lentils, beans, other pulses, in bags. Frozen shrimp, lobster, crabmeat, scallops, other fish specialties. Arno W. Schwarz & Co. (importer), Burchardstrasse 1, Hamburg 1.

MALAYSIA—Canned abalone, raisin. Tai Teik & Co., 247 Beach St., Penang.

204 Grain Mill Products

ITALY—Soy bean meal; corn. Direct purchase and agency. Busti & Gasparrinis n.c. (manufacturer), Via delle Fornaci 6, Santa Maria degli Angeli (Perugia).

Corn, barley, "Consmaremma" (manufacturer), Via Lanciani 38, Roma.

MALTA—Substantial quantities of fodder, especially corn. Joseph Xerri (importer, exporter, wholesaler), 29, Mdina Rd., Naxxar. WTD 4/20/64.

209 Food Preparations

GERMANY—Honey in tins and/or drums. Arno W. Schwarz & Co. (importer), Burchardstrasse 1, Hamburg 1.

ITALY—Meat meal. Direct purchase and agency. Busti & Gasparrinis n.c. (manufacturer), Via delle Fornaci 6, Santa Maria degli Angeli (Perugia).

Spray powdered milk; soybean meal. "Consmaremma" (manufacturer), Via Lanciani 38, Roma.

220 Textile Mill Products

NEPAL—Cloth: nylon georgette, up to 2,000 yd. Catalogues, quotations cif Calcutta. Nepal Machhendra Trading Hall (importer, exporter), 9/173 Kele Tole, Kathmandu.

SAUDI ARABIA—Cotton, woolen, nylon, silk, rayon cloth suitable for manufacture of men's, women's, children's clothing. Muhammad 'Ali Yasin & Sons (importer, wholesaler, retailer), P.O. Box 34, Madina.

Woolen, cotton, rayon, nylon cloth suitable for manufacture of men's, women's, children's clothing. Muhammad Kamil Zahid (importer, wholesaler, retailer), Madina.

SENEGAL—Cotton, silk, synthetic fabrics; inexpensive. Societe Sakr Freres (importer, wholesaler), 48 Rue Raffenel, Dakar. WTD 9/15/63.

221 Broad Woven Fabric Mills, Cotton

FRANCE—Household linen: towels of cotton and linen mixtures; sheetings. Direct purchase and agency. Abadie Freres (importer, dealer), 6 rue du Delta, Paris 9e. WTD 1/2/64.

Fabrics for manufacturing garments. Societe Fransa (manufacturer), 121 rue de Turenne, Paris. WTD 1/22/64.

Wiping rags. Societe Nouvelle des Ets. Soulier (importer, dealer), 30, 32, 34 rue Proudhon, La Plaine st-Denis (Seine). WTD 2/5/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

ENGLAND—Dress fabrics, particularly printed dacrons, plain dyed nylons, medium price. Bradbury, Greatorex and Co. Ltd. (manufacturer, importer, wholesaler), Ivanhoe House, 146 Aldersgate St., London E.C.1. WTD 3/24/64.

FRANCE—Fabrics for manufacturing garments. Societe Fransa (manufacturer), 121 rue de Turenne, Paris. WTD 1/22/64.

NORWAY—Lining for sports rainwear, perforated or woven like a net to promote air circulation and prevent condensation inside. A/S Bergans Meis og Ryggsekk (manufacturer), 7 Ovre Slottsgate, Oslo.

SWEDEN—Man-made fibres; agency and direct purchase. J. H. de Broen (agent, wholesaler), Bryggaregatan 4, Göteborg C.

223 Broad Woven Fabric Mills, Wool

FRANCE—Woolen fabrics for manufacturing garments. Societe Fransa (manufacturer), 121 rue de Turenne, Paris. WTD 1/22/64.

Woolen, other fabrics for manufacturing men's apparel. Ets. Bril (manufacturer), 25 rue du Renard, Paris 4e. WTD 1/2/64.

HONG KONG—Nylon, woolen, plastic upholstery material. Blair & Co. Ltd. (importer, exporter), Union House, P.O. Box 327. WTD 9/27/63. Cable: "MADRIGAL" Hong Kong.

228 Yarn, Thread Mills, Products

MOROCCO—Tergal type yarn (dacron yarn) 2/40 to 2/48 (55% tergal, 45% wool), worsted wool yarn 2/28 to 2/34, both unbleached or dyed. Quotations cif Casablanca; requests replies in French. Imadrap (manufacturer), 14/16, rue Capitaine Marechal, Casablanca.

SWEDEN—Yarns, all kinds; agency and direct purchase. J. H. de Broen (agent, wholesaler), Bryggaregatan 4, Göteborg C.

229 Textile Goods

FRANCE—Clean hosiery wastes; flat-knit jersey wastes. s.a. Chiffons Dechets & Files Textiles (importer, dealer), 108 rue du Landy, La Plaine St-Denis (Seine). WTD 2/10/64.

MOROCCO—Sisal, tampico fibers. Etablissements Ben Hadj Freres (importer, wholesaler, manufacturer), Rue de la Manutention, Casablanca. WTD 12/18/62.

230 Apparel

ENGLAND—Children's, teenager's ready-made clothing. Globe Mercantile (London) Ltd. (exporter, wholesaler, importer), Empire House, St. Martin's-le-Grand, London, E.C.1. WTD 4/9/64.

FRANCE—Sportswear for men, women, children. Direct purchase and agency. H. & M. Frenkiel (importer, dealer), 5 ave. de la République, Paris 11e. WTD 4/10/64.

SAUDI ARABIA—Ready-made wear for men, women, children; all types, outerwear, underwear; importer, wholesaler, retailer requests descriptive literature, price quotations c.i.f. Jidda. Muhammad 'Ali Yasin & Sons, P.O. Box 34, Madina.

SPAIN—Men's women's, children's ready-made clothing, especially suitable for cold climate; underwear. Agency and possibly direct purchase; agent, importer, retailer requests replies in Spanish. Julián Seismilo Arias, Piedralaves, Avila. WTD 4/22/64.

232 Men's, Youths', Boys' Furnishings, Work Clothing

SPAIN—Men's cotton, wash-and-wear dress shirts, sports shirts, slacks, sport jackets. Direct purchase and agency. Estrella de la India (J. A. Mahtani), Albareda 32, Puerto de la Luz, Las Palmas de Gran Canaria, Canary Islands. WTD 4/22/64.

233 Women's, Misses', Juniors' Outerwear

SPAIN—Women's wash-and-wear blouses, skirts, sweaters. Direct purchase and agency. Estrella de la India (J. A. Mahtani) (wholesaler, retailer, agent), Albareda 32, Puerto de la Luz, Las Palmas de Gran Canaria, Canary Islands. WTD 4/22/64.

234 Women's, Misses', Children's Under Garments

ITALY—Corsets, brassieres. Direct purchase and agency. Erich Laboschinski (importer, agent), Corso Sempione 28, Milan. WTD 11/22/63.

238 Apparel, Accessories

FRANCE—Waterproof garments for men, women, children. Direct purchase and agency. Ets. H. & M. Frenkiel (importer, dealer), 5 ave. de la Republique, Paris 11e. WTD 4/10/64.

239 Fabricated Textile Products

FRANCE—Household linen: napkins. Direct purchase and agency. Abadie Freres, 6 rue du Delta, Paris 9e. WTD 1/2/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

FRANCE—Prefabricated houses; metal, wood. Direct purchase and agency. Requests replies in French. Societe d'Organisation Commerciale (building contractor), 92 rue de Richelieu, Paris 2e.

251 Household Furniture

SAUDI ARABIA—All types of household furniture; importer, wholesaler, retailer requests descriptive literature, price lists. Ardughan Furniture Exhibition, P.O. Box 198, Madina.

252 Office Furniture

FRANCE—Office equipment including small size furniture: stands, tables, filing cabinets of metal or wood. Direct purchase and agency. Socomi s.a. (manufacturer, importer, dealer), 4 rue de la Fontaine, Bagneux (Seine). WTD 1/20/64.

SAUDI ARABIA—Metal desks, chairs, filing cabinets, safes, tables; importer, wholesaler, retailer requests price quotation c.i.f. Jidda. Ardughan Furniture Exhibition, P.O. Box 198, Madina.

253 Public Building, Furniture

FRANCE—Office equipment including small size furniture: chairs, metal or wood. Direct purchase and agency. Socomi s.a. (manufacturer, importer, dealer), 4 rue de la Fontaine, Bagneux (Seine). WTD 1/20/64.

254 Partitions, Shelving, Lockers, Office, Store Fixtures

FRANCE—Articles, furniture for equipment of shops, department stores, supermarkets: cases, cabinets, counters. Direct purchase and agency. Dennery (manufacturer, importer, dealer), 6 rue Moreau, Paris 12e.

Office equipment including small size furniture: metal, wood cases, cabinets, counters, other fixtures. Direct purchase and agency. Socomi s.a. (manufacturer, importer, dealer), 4 rue de la Fontaine, Bagneux (Seine). WTD 1/20/64.

259 Furniture, Fixtures

FRANCE—Articles, furniture for equipment of shops, department stores, supermarkets. Direct purchase and agency. Dennery (manufacturer, importer, dealer), 6 rue Moreau, Paris 12e.

262 Paper Mills, Products

FRANCE—Paper for "Diazo" reproduction. Direct purchase and agency; requests replies in French. Les Procédés Dorel (manufacturer, importer, dealer), 45 rue de Tocqueville, Paris 17e. WTD 10/23/62.

● **IRAN**—30 tons Kraft paper in sheets, 50 grams per sq. meter, 40 x 42 cm.; 150 tons white paper in sheets, 80 grams per sq. meter, 72 x 90 cm.; 12½ tons light pink paper in sheets, 60 grams per sq. meter, 72 x 90 cm.; 12½ tons light blue paper in sheets, 60 grams per sq. meter, 72 x 90 cm. Bid deadline July 15. Iranian Tobacco Monopoly, Teheran.★ (Telephone 202-WO 7-3003).

263 Paperboard Mills, Products

● **IRAN**—150 tons cardboard sheets one side glazed, 425 grams per sq. meter, 72 x 50 cm., grain long; 30 tons duplex cardboard sheets, 426 grams per sq. meter, 100 x 50 cm., grain long; 200 tons duplex cardboard sheets, 260 grams per sq. meter, 43 x 62 cm., grain short. Bid deadline July 13. Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3003).

264 Converted Paper, Paperboard Products

FRANCE—Filing folders, all kinds. Direct purchase and agency. Socomi s.a. (manufacturer, importer, dealer), 4 rue de la Fontaine, Bagneux (Seine). WTD 1/20/64.

273 Books

ENGLAND—New, second-hand, rare books on weapons, armour, firearms, uniforms. Small quantities only. Ken H. Trotman (retailer), 3 Ash Close, Naphill, High Wycombe, Buckinghamshire. WTD 4/8/64.

FRANCE—Biblical, religious books. Direct purchase and agency. J. Gabalda & Cie (manufacturer, dealer), 90 rue Bonaparte, Paris 6e. WTD 1/7/64.

278 Bookbinding Industries

ITALY—Book binding supplies. Direct purchase and agency. Carlo Crespi (importer, wholesaler), Via Spartaco 19, Milan. WTD 2/4/64.

281 Industrial Chemicals

FRANCE—Chemical products for "diazo" reproduction; requests replies in French. Direct purchase and agency. Les Procédés Dorel (manufacturer, importer, dealer), 45 rue de Tocqueville, Paris 17e. WTD 10/23/62.

GERMANY—Dibenzyl sulfoxide (inhibitor for pickling steel); service firm requests replies with price quotations cif Hamburg. Borg Service GmbH (chemical cleaning of boilers), 35a Hildener Strasse, 4 Duesseldorf-Benrath. WTD 4/17/64.

● **IRAN**—Sodium nitrate, 800 m. tons. Bid deadline June 14. Original offer to be sent to Edarehe Taslihate Artesh, Daereh Kontrole Tolid va Tadarokat, Khiaben Jaleh (The Armament Dept. of the Imperial Iranian Army), Tehran, copy to Edarehe Bazrasi Kole Setade Bozorg Arteshtaran Charrahe Ghasr (Inspection Dept. of General Staff), Tehran.★ (Telephone: 202-WO 7-2008).

ITALY—Raw materials for rubber, plastic, paper, glue, tanning, textile industries. Direct purchase and agency. IMA, Formiture Industriali (importer), Corso Milano 62, Vigevano (Pavia). WTD 6/28/63.

NETHERLANDS—New chemical products, protected by patents, which can be packaged for dispensing in aerosol containers. Direct purchase and/or agency. Technisch Handelsbureau A. Kapsenberg (importer, wholesaler, agent), 31 Statenlaan, Rotterdam-12.

SWEDEN—Raw materials for manufacturing varnishes; direct purchase and agency. AB Texotan (wholesaler, agent), Box, Göteborg 14.

282 Synthetic Materials

FRANCE—Vinyl fabrics for manufacturing sportswear, raincoats. Direct purchase and agency. Jacel (manufacturer, importer, dealer), 9bis bld des Filles du Calvaire, Paris 3e. WTD 4/13/64.

Orlon, dacron, nylon staple fabrics for manufacturing wearing apparel. Societe Fransa (manufacturer), 121 rue de Turenne, Paris. WTD 1/22/64.

MOROCCO—Vinyl chloride-acetate or similar material in sheets for phonograph records manufacturing. Quotations cif Casablanca; requests replies in French. Disco-Maghreb (manufacturer), 11 rue du caporal Beaux, Casablanca.

Vinyl chloride-acetate in sheets for phonograph records manufacturing; requests replies in French. Societe Orikaphone (importer), 10 rue de la Victoire, Roches-Noires, Casablanca.

NEW ZEALAND—Acrylic rods, colored, uncolored, sizes 10 mm to 80 mm; acrylic extrusions generally; nylon extruded rods, natural color, all dia. Direct purchase and agency. R. & E. Tingey & Co. Ltd., 30 Manners St., Wellington, C.1. Attn: Mr. Murray Tingey, Director. WTD 1/31/64.

SWEDEN—Plastic injection moulding compounds; plastic semi-manufactures for hot moulding; direct purchase and agency. AB Texotan (wholesaler, agent), Box, Göteborg 14.

Plastic moulding compounds; direct purchase and agency. Svenska Polystyren Fabriken AB (manufacturer), Kävlinge.

Raw materials, chemicals for manufacturing plastic foams. Direct purchase and agency. Firma Lennart Strand (wholesaler, agent, manufacturer), Manufakturgatan 7, Göteborg.

283 Drugs

● **CEYLON**—Cocaine hydrochloride B.P., 96 oz.; codeine phosphate B.P., 152 vials of 4 oz. each and 32 vials of 1 oz.; pethidine hydrochloride B.P., 65,000 ampoules of 50 mgm 1 cc, in boxes of 50; 35,000 ampoules in boxes of 25; pethidine hydrochloride B.P., 70,000 ampoules of 100 mgm in 2 cc; additional quantities in assorted packings; morphine hydrochloride B.P., 40.000 ampoules of 1.1 cc in boxes of 100; 10.000 in boxes of 50; liquid opium concentrated (1-6) (opium content 95 kg. 255 gms), 300 fluid lb. Bid deadline July 7. Dept. of Health, Finance Branch, Block "B," P.O. Box 584, Secretariat, Colombo.★ (Telephone: 202-WO 7-3394).

GERMANY—Medicines for treatment of liver, blood diseases; oral antidiabetes; virucide substances, diuretics; direct purchase. Johann A. Wuelfing, Bauer & Cie. (manufacturer, wholesaler), 18 Graf-Adolf-Strasse, 4 Duesseldorf. WTD 4/21/64.

MEXICO—Bulk vitamins, additives for feedstuffs. Requests descriptive literature, price lists, replies in Spanish. Alimentos Tor, S. A. (manufacturer), Enrique Gonzalez Martinez No. 126, Mexico, D.F. WTD 4/7/64.

284 Perfumes, Cosmetics, Detergents

SOUTH AFRICA—Cleansing, foundation, lubricating cosmetic creams; lip-stick, all kinds; rouge; beauty oils, other brand name cosmetics for African market. Direct purchase and agency. PAC Distribution (importer, distributor, indent agent), P.O. Box 10312, Johannesburg. WTD 10/3/63.

SWEDEN—Scourers; deoxidizers; agency and direct purchase. J. H. de Broen (agent, wholesaler), Bryggaregatan 4, Göteborg C.

285 Paints, Varnishes, Lacquers, Enamels

SWEDEN—Metal stains; agency and direct purchase. J. H. de Broen (agent, wholesaler), Bryggaregatan 4, Göteborg C.

287 Agricultural Chemicals

SPAIN—All kinds of liquid fertilizer. Quimicamp, Ltda. (manufacturer), D. Pedro el Catolico 14-18, Aptdo. 598, Zaragoza. WTD 10/14/63.

295 Paving, Roofing Materials

SWEDEN—Roofing materials; agency and direct purchase. J. H. de Broen (agent, wholesaler), Bryggaregatan 4, Göteborg.

301 Tires, Inner Tubes

SAUDI ARABIA—Tires, inner tubes for all kinds of motor vehicles; importer, wholesaler, retailer requests c.i.f. quotations Jidda. Ayyoubi Stores, P.O. Box 22, Madina.

● **TURKEY**—Tires, 358, inner tubes, 82, various off-the-road sizes. Tender No. 42-UM/90, bid deadline June 1. Etibank General Management, Sihniye, Ankara.★ (Telephone: 202-WO 7-3381).

306 Fabricated Rubber Products

ENGLAND—Vehicle battery separators. Agency and direct purchas.e GNU Accumulator Co. Ltd. (manufacturer), 246/250 Cavendish Rd., London, S.W.12. WTD 4/16/64.

FRANCE—Vulcanized waterproof garments for men, women, children. Direct purchase and agency. Ets. H. & M. Frenkiel (importer, dealer), 5 ave de la République, Paris 11e. WTD 4/10/64.

NIGERIA—Workmen's raincoats, rubber, unlined, reinforced shoulders. Quotation should be based on supply of 5000 raincoats. Catalog or other descriptive and illustrative material must accompany quotation. Prior to actual purchase, exporter will be required to furnish sample coat. L/C terms acceptable. Terms should be c.i.f. Lagos/Apapa. Italian Nigerian Development Co. (importer, retailer), P.O. Box 2967, 16a Tinubu Square, Lagos. WTD 4/3/64.

307 Plastic Products

FRANCE—Plastic coatings for floors, walls. Direct purchase and agency. Estermann Dufour, La Maison Moderne (importer, dealer), 21 rue de Bourgogne, Dunkerque (Nord). WTD 1/27/64.

SWEDEN—PVC coated fabrics; PVC, polythene foams, sealed pores, blocks, sheets; direct purchase and agency. Firma Lennart Strand (wholesaler, agent, manufacturer), Manufakturgatan 7, Göteborg.

Plastic film, sheets, rolls of cellophane, polythene, cellulose acetate, PVC; direct purchase and agency. Sten Albihn & Co. (wholesaler, agent), Esperantoplatsen 7-9, Göteborg C.

Middle, low-priced polythene packages, semi-manufactures, finished; direct purchase and agency. Firma B. Sandberg & Co. (manufacturers' agent), Fjärdingsgatan 16, Göteborg H.

Coated fabrics for furniture, ladies' handbags, luggage; polythene foam; printed cloths, coated with transparent plastic. Direct purchase and agency. Ernfrid Svensson AB (agent), Box 23, Ytterby.

Plastic foil; plastic coated fabrics. Direct purchase and agency. AB John Malmgård & Co. (agent, wholesaler), Drottninggatan 30, Göteborg C.

SOUTH AFRICA—Plastics materials for wall coverings; requests replies from manufacturers only. Vadas (Pty.) Ltd. (importing distributor), 62 Strand St., Cape Town.

Plastic materials for wall coverings; requests replies from manufacturers only. Direct purchase and agency. Altman Bros. (Pty.) Ltd. (importing distributor), 59-63 Sir Lowry Rd., Cape Town. WTD 3/17/64.

311 Leather Tanning, Finishing

SWEDEN—Leather, all kinds. Direct purchase and agency. AB John Malmgård & Co. (agent, wholesaler), Drottninggatan 30, Göteborg C.

313 Boot, Shoe Cut Stock, Findings

JAPAN—Moulded shoe counters made of fibreboard for men's, women's shoes. Kayco Distributor Inc. (importer), No. 7 Nishihachobori 2-chome, Chuo-ku, Tokyo. WTD 3/4/64.

317 Handbags, Personal Leather Goods

AUSTRALIA—Leather articles for men, women: handbags, shaving kits, wallets. Direct purchase and agency. Ivan P. Ungar (importer, exporter, agent), 40 Brown St., Waverly, N.S.W.

322 Glass, Glassware

AUSTRALIA—Machine made or pressed glassware for domestic use. John Bax Pty. Ltd. (importer, wholesaler), 9 Mary St., Brisbane, Queensland. WTD 4/16/64.

ENGLAND—Tubular, solid fiber glass blanks for fishing rod industry. Agency. A. Hurst & Co. Ltd. (exporter, importer), Kirkman House, 54a Tottenham Court Rd., London, W.1. WTD 4/7/64.

FRANCE—Glassware, all kinds; requests replies in French. Markhbein s.a. (importer, dealer), 33 rue de Paradis, Paris 10e. WTD 4/6/64.

NEPAL—Bulbs: electric glass, up to 1,600 dozen; tubes: fluorescent lamp, up to 50 dozen. Catalogues, quotations cif Calcutta. Nepal Machhendra Trading Hall (importer, exporter), 9/173 Kele Tole, Kathmandu.

323 Glass Products

FRANCE—Decorated glassware, all kinds; importer, dealer requests replies in French. Markhbein s.a., 33 rue de Paradis, Paris 10e. WTD 4/6/64.

325 Structural Clay Products

FRANCE—Ceramic coatings for floors, walls. Direct purchase and agency. Estermann Dufour, la Maison Moderne (importer, dealer), 21 rue de Bourgogne, Dunkerque (Nord). WTD 1/27/64.

326 Pottery

AUSTRALIA—Complete line of tableware, earthenware. John Bax Pty. Ltd. (importer, wholesaler), 9 Mary St., Brisbane, Queensland. WTD 4/16/64.

● Insulators, strain, capped type, stand-off type. Schedule No. C 9496, bid deadline July 2. The Controller, Stores & Contracts, Postmaster-General's Dept., 7th Floor, 114 Russell St., Melbourne, C.I., Victoria.★ (Telephone: 202-WO 7-4242).

SOUTH AFRICA—Good quality porcelain door, cupboard fittings, decorative, unusual designs; requests replies from manufacturers only. Direct purchase and agency. Altman Bros. (Pty.) Ltd. (importing distributor), 59-63 Sir Lowry Rd., Cape Town. WTD 3/17/64.

327 Concrete, Gypsum, Plaster Products

MALAYSIA—All kinds of building materials; generally manufactured products. Sharikat Jaya Raya Ltd. (importer, manufacturers'

representative), 502 Lee Yan Lian Bldg., Jalan Mountbatten, Kuala Lumpur. WTD 11/22/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

● **IRAQ**—Red flint paper for heel scouring machine, 1,500 coils, grade 24, 40 mm. wide in coils 20 mm. long; 750 coils, grade not stated, 40 mm. wide in coils 20 mm. long. Tender No. 1964 Prod./2/2, bid deadline June 24. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Specifications available from Directorate of Contracts in Baghdad, $1.40 copy.

● **UAR**—Grinding wheels, 416, various types, sizes ranging from 6" dia. to 18" dia. Inspector General, Mechanical & Electrical Engineering Dept. (Purchases & Stores) Railways Bldg., "Over Shubra Subway," Shubra, Cairo. Tender No. ER 362G8/196, bid deadline June 10.★ (Telephone: 202-WO 7-5652).

331 Steel Mill Products

● **BURMA**—Mesh welded square, galv., 2" x 2" x 8 SWG x 8 SWG, size 8' x 12', 6,000 sheets; 1" x 1' x 13 SWG x 13 SWG, size 8' x 12', 3,000 sheets. Tender No. 40/05/63-64 (P), bid deadline June 1, Secretary (1). People's Stores Corporation, c/o Foreign Office, St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● **INDIA**—Corrugated galv. sheets of 10/3 corrugation, 18, 20, 22, 24 gauges, 6, 7, 8, 9, 10 ft. lengths, 2,000 m.t.; galv. plain sheets, 16, 18, 20, 22, 24 gauges, 77 m.t.; both tested to I.S.S. 277/1951 or equivalent. Tender No. 2/26 W/BP/Sheets/64, bid deadline July 15. Superintending Engineer, Procurement Circle, P.O. Talwara, Talwara Township (P.O.). Tender documents available free of charge from India Supply Mission (Ref: D/ENQ/1013), Washington, D.C. 20008.

PHILIPPINES—Steel sheet piles, AP or equivalent; 52 lb/ft; 40' length; 6,000 m.t.; required for deferred payment. Bacolod Real Estate Development Corp. (real estate, contracting), Empress Theatre Bldg., Bacolod City.

● **THAILAND**—Spring rail spikes, suitable for use with standard rail; accessories, double or single shank for use with steel bearing plate, 500,000 pc.; 500,000 pc. same for use without steel bearing plate; 50 sets, application tools; 50 sets, extraction tools. Bid deadline June 16. State Railway of Thailand, Yod-Se, Bangkok.

● **VIET-NAM**—Beams, 5" x 10 lb. per ft., 132 pc.; ¼" thru 2 13/16", H.R. rounds, 52,703 lb.; plates ⅛" thru ½" thick, 13 items various widths and lengths; 2½ x 2½ x ⅜" angles, 47 pcs. 19'-0" long, 21 pc. 26' long. Tender No. 1226-20044, bid deadline June 5. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2363).

332 Railroad Rolling Stock Tires

● **INDIA**—Carriage, wagon tires, 8,000/9,000, global tender No. WTA-2 of 1964, bid deadline June 2. The Director, Railway Stores (Railway Board), Rail Bhavan, Raisina Rd., New Delhi. Suppliers advised to study specifications in office of India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008, before purchasing tender papers.★ (Telephone: 202-WO 7-3296).

333 Primary Smelting, Refining of Nonferrous Metals

● **IRAN**—Antimony, 6,000 kgs., min. 99.6% Sb-max. 0.2% As, bid deadline July 20. Edareh Taslihate Artech Ave., Jale Teheran.★ (Telephone: 202-WO 7-5624).

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **IRAN**—496 tons electrolytic copper cathodes. Bid deadline June 6. Edarehe Taslihate Artech, Daerehe Kontrole Tolid va Tadarokat, Khiaban Jaleh, Tehran.★ (Telephone: 202-WO 7-2162).

NORWAY—Aluminum circles, thicknesses 0.7-10 mm., dia. 79-850 mm.; alumnium sheets, thicknesses 0.6-6 mm., size 1000 x 2000 mm. Ilovan Aluminiumvarefabrik A/S (manufacturer), Moss.

342 Cutlery, Hand Tools, General Hardware

ENGLAND—Marine hardware. Direct purchase and agency. Richard Bird & Partners Ltd., The Parc, Ewenny Rd., Bridgend, Glamorganshire. WTD 12/5/63.

FRANCE—Cutlery articles, surgical instruments, fine quality. Direct purchase and exclusive agency. Kindal (importer, dealer), 33 ave. de l'Opera, Paris 2e. WTD 3/30/64.

Hardware, hardware specialties, trimmings, including tool-box hardware, kitchen cabinet, household articles, builders' hardware, related lines for current uses, industry. Direct importation and agency. Hand-tools, various types, accessories; hand-saws; "do-it-yourself" kits, home maintenance products; repair material, including light-duty electric machines (drills); gadgets, new types suitable for utilization in France. Direct importer, potential sales agent, distributor. Requests replies from manufacturers only, in French. Comptoir du Ménage et Quincaillerie (wholesaler), 55 Rue François-de-Sourdis, Bordeaux, Gironde. WTD 4/17/64.

● **IRAQ**—10,000 sets m.s. shackle straps complete with bolts and nuts to take 3½"x3" insulators; 10,000 m.s. shackle straps complete with bolts and nuts to take 2½"x2" insulators. Tender No. 15, bid deadline June 9. Directorate General of Municipalities, Ministry of Municipal & Rural Affairs, Baghdad.★ (Telephone: 202-WO 7-5589).

NORWAY—Pipe cutters for cast iron, cement, asbestos pipes, water mains, manually, hydraulically operated; drain cleaning equipment. Importing distributor requests replies from manufacturers only. Direct purchase and agency. Fredr. A. Nilsson, Rostedsgate 1, Oslo.

343 Heating Apparatus, Plumbing Fixtures

NETHERLANDS—All types of natural gas fired industrial burners for steam boilers above 2,800,000 BTU and for ceramic industry (especially atmospheric burners). Requests replies from manufacturers only. Firma de Graaf (wholesaler, importer, sales agent), Stationsweg 20, Oosterbeek.

SOUTH AFRICA— Good quality bathroom fittings including faucets; unusual designs desired; requests replies from manufacturers only. Direct purchase and agency. Altman Bros. (Pty.) Ltd. (importing distributor), 59-63 Sir Lowry Rd., Cape Town. WTD 3/17/64.

344 Fabricated Structural Metal Products

FRANCE—Prefabricated houses. Direct purchase and agency. Building contractor requests replies in French. Societe d'Organization Commerciale, 92 rue de Richelieu, Paris 2e.

● **MALTA**—Supply and erection of 2-4,000 ton bulk oil storage tanks with steam grid coils and suction leakers for Malta Power Water Station, Stage 1. Contract 1027/PWS/72, bid deadline June 15. Short precis describing project and contract available on application to The Secretary, Malta Electricity Board, 38 Ordnance St., Valletta, Malta, G.C. Tenders also available from that address upon nonrefundable payment of $14.00.

345 Screw Machine Products

● **BURMA**—Panel pins, 100 tons, bright finish with round head, round shank, diamond points, size range from ½" x 17G to 1" x 17G. Tender No. 41/05/63-64P, bid deadline June 1. Secretary (1), People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-5589).

● Polished brass bib cocks, sizes ½" to 2", large quantities. Tender No. 42/05/63-64 (P), bid deadline June 5. People's Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

346 Metal Stampings

FRANCE—Metal utility office boxes. Direct purchase and agency. Socomi s.a. (manufacturer, importer, dealer), 4 rue de la Fontaine, Bagneux (Seine). WTD 1/20/64.

349 Fabricated Metal Products

INDIA—Solenoid valves, different sizes, types, electrically operated. Orissa Industries Ltd. (manufacturer), Kutcheri Rd., Rourkela, Orissa.

ITALY—Gold foils, pastels for hot stamping. Direct purchase and agency. Carlo Crespi, Via Spartaco 19, Milan. WTD 2/4/64.

351 Engines, Turbines

ITALY—Marine engines, large, medium size; gas turbines, generators, starters for turbines, generators. Direct purchase and agency. Frimac International Machinery (agent), Via Volterra 13, Milan. WTD 12/10/63.

★★ NEW ZEALAND—Trade Mission

Manufacturer desires to sell or license in U.S. small marine propulsion jet unit which attaches to stern yielding up to 100 h.p. Arnold France Ltd., 380 Montreal St., Christchurch. I.R. 296.★

352 Farm Machinery

ITALY—Garden tools, equipment; barn equipment; hatchery, poultry supply equipment. Direct purchase and agency. Fontana & Morlacchi (agent), Via Achilloni 2/4, Milan. WTD 1/15/63.

SWEDEN—Farm machinery, all kinds. Direct purchase and agency. Cani Trading Co. AB (wholesaler, agent), Landskrona. WTD 4/21/64.

353 Construction Equipment

FRANCE—Trucks, tractors, trailers, equipment for lumbering. Direct purchase and agency. Imex Auto s.a. (importer, dealer), 86 rue du President Wilson, Levallois-Perret (Seine). WTD 1/29/64.

GERMANY—Crushing, washing machinery, equipment; cranes, new types; replies from

U.S. manufacturers only: cif European ports. Direct purchase and agency. Industrie-Technik Erich A. Hindermann (manufacturer, wholesaler, importer, exporter), 6 Hoelderlinstrasse, 4 Duesseldorf. WTD 4/14/64.

● **GREECE**—3 wheel type tractor shovel-loaders, 1¼-1½ cu. yd. capacity, 4 wheel drive, not less than 70 hp. Tender No. B/275/1964, bid deadline June 30. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-5566).

HONG KONG—Second-hand heavy equipment for earth-moving projects, particularly second-hand face shovels. Yau Wing Co., Ltd. (marine, civil engineering contractors), 1806-7 Hang Seng Bank Bldg., Hong Kong. WTD 8/6/63.

● **INDIA**—Global bids for 2 tracklaying tractors, 140-175 hp, electric starter, angle or straight dozer, hydraulic or cable operated. Tender No. RC. G3/23269/64, bid deadline June 5. Chief Engineer, Major Irrigation & General, Hyderabad 4. Documents available at $1.10 but it is suggested that prospective suppliers study specifications at India Supply Mission, (D/ENQ/1011), 2536 Massachusetts Ave., Washington, D.C., before purchasing tender papers.

MALAYSIA—All kinds of earthmoving plants, road building machinery, attachments, parts. Sharikat Jaya Raya Ltd. (importer, manufacturers' representative), 502 Lee Yan Lian Bldg., Jalan Mountbatten, Kuala Lumpur. WTD 11/22/63.

PHILIPPINES—Crawler crane: 2-2½ cu. yd. cap., min 70' boom, with clamshell, dragline buckets; bulldozer, crawler, cap.: min. D-4, max. D-6, with front end loader; reconditioned equipment. Bacolod Real Estate Development Corp. (real estate, contracting), Empress Theatre Bldg., Bacolod City.

● **SPAIN**—3 pickup sweepers. Bid deadline June 20. Specifications available for inspection at Directorate General of Ports in Madrid and Bilbao.

354 Metalworking Machinery

ENGLAND—Fixings: hardened nails, bolts, drills, drilling machines, for building, plumbing, allied trades. Agency and direct purchase. Dom Products (Royston) Ltd. (manufacturer, wholesaler, sales agent), Roysia House, John St., Royston, Hertfordshire. WTD 4/1/64.

● **IRAQ**—Drill, tool grinder; polishing, grinding machine, built-in motor, horizontal shaft for grinding, polishing discs on either side, including 3 grinding discs, 3 polishing discs 25 cm. dia.; metallographic pre-grinding machine with double discs; diamond polishing machine; electrolytic polishing machine; power hacksaw to cut round material 6" dia., square material 6" x 6". Tender No. Prod. 64/5/1, bid deadline July 5. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Specifications, bidding conditions available from Directorate of Contracts & Purchase in Baghdad, $1.40 copy.

ITALY—Presses for hot stamping. Direct purchase and agency. Carlo Crespi & Co. (importer, wholesaler), Via Spartaco 19, Milan. WTD 2/4/64.

Electric drills, hand tools. Direct purchase and agency. E.C.E.F. (manufacturer, importer), Via Cornalia 19, Milan. WTD 12/9/63.

JAPAN—Automatic powder moulding press machine for manufacture of "Tantalum" condensers, carbon powder diaphragm (200 to 250 mesh) with lead wire. Assembly machine of watch parts. Futaba Trading Co., Ltd. (Futaba Kingoku K.K.) (export, import, wholesale), No. 2 Nurihiko Bldg., 4, Takara-cho, 2-chome, Chuo-ku, Tokyo.

NETHERLANDS—Machine knives, folding tools, other unique tools for metal, woodworking industry. Not interested in second-hand commodities. Requests replies from manufacturers only. Direct purchase and agency. Ingenieursbureau Gemen (agent, distributor), Parallelweg Zuid or P.O. Box 34, Boxtel.

PHILIPPINES—Machinery for manufacture of .22 cal. rim-fire ammunition; estimated plant capacity 8-12,000 rounds per 8-hour shift. Philippine Munitions Co. (manufacturer), 32 Lizares Ave., Bacolod City, Negros Occidental.

● **SOUTH AFRICA**—Spiral weld tube mill to make carbon steel tubes ranging from 9⅝" OD to 30¾" OD, .104 to .212 thickness, .160 to .375 thickness. Plant will consist of uncoiling, handling coils up to 10 tons weight, including leveller, edge trimmer; spiral weld mill; welding plant; other auxilliary equipment. Stewarts & Lloyds of South Africa Ltd., P.O. Box 74, Vereeniging, Transvaal. Tender No. CB/MD/7, bid deadline June 30.★ (Telephone: 202-WO 7-5652).

SPAIN—Machine tools for manufacture of 175 cu. cm. combustion motor. Permanyer, S.A. de Industrias Mecanicas (manufacturer), Ausias March 113, Barcelona.

● **TAIWAN**—Production lathes, 540 mm. swing over bed, 800 mm. distance between center; horizontal milling machine vertical stroke 400 mm.; turret lathe, 410 mm. swing over bed, 350 mm. swing over carriage; turret lathe, 490 mm. swing over bed, 420 mm. swing over carriage; centerless grinding machine; 150 ton hydraulic press; high speed nibbler, 12,500 kg. pressure, 1.5 mm. max. sheet pressure; heavy duty balancing machine, 10 to 1,000 lb. weight range, 40 in. swing dia.; automatic lathe; 75 ton hydraulic press; high speed production lathe, 540 mm. swing over bed, 1,250 mm. distance between center; radial drill, 450 mm. column dia., 1,600 mm. max. distance column side to spindle; shaper, 40-100 mm. length of stroke, 160 mm. dia. of table; slotting machine; profile milling machine. Tender No. IDA/CDC-22, bid deadline June 10. Tatung Engineering Co., 22, Sec. 3 Chungshan North Rd., Taipei, Taiwan.★ (Telephone: 202-WO 7-5652).

● **UAR**—Equipment to modernize existing rolling plant as follows: 3 high roughing stands, 600 mm. roll dia.; roughing train; finishing line; continuous 6 stand wire mill for round bars 6, 8, 10 mm.; coiling bed, scrap coiler. National Metal Industries S.A.E., 25 Gawad Hosni St., Cairo. Bid deadline June 30.★ (Telephone: 202-WO 7-5652).

355 Special Industry Machinery

AUSTRALIA—Tire, tube re-treading equipment. Dunning Re-Treads Pty. Ltd., c/o Jack Glass, 107 Darling Point Rd., Darling Point, N.S.W.

FRANCE—Printing machinery, parts, attachments for "Diazo" reproduction; manufacturer, importer, dealer requests replies in French. Direct purchase and agency. Les Procédés Dorel, 45 rue de Tocqueville, Paris 17e. WTD 10/23/62.

Plastic working machinery, equipment; especially tools for adhesives, plastic coating application. Direct purchase and agency. Estermann Dufour, la Maison Moderne (importer, dealer), 21 rue de Bourgogne, Dunkerque (Nord). WTD 1/27/64.

Vegetable, fruit, meat, poultry processing, packaging and industrial machinery for manufacturing potato chips. Jean Capmas & Fils (importer, dealer) 13 rue des Innocents. Paris 1er. WTD 4/26/62.

ITALY—Packaging machinery, equipment. Direct purchase and agency. Vito Favata (agent), Via Cernaia 4, Milan.

Presses for manufacturing rubber, plastic products. Direct purchase and agency. Frimac International Machinery (agent), Via Volterra 13, Milan. WTD 12/10/63.

JAPAN—Wood processing machines: debarker, rotary lathe (feeding, changing equipment), veneer jointer, veneer cross splicer, strapping and/or packing machines for plywood. Shingu Shoko, Ltd., No. 11, Higashi 7-chome, Inaho-cho, Otaru, Hokkaido. WTD 4/26/63.

Automatic cap sealing, weighing, packaging machine for drugs, food, confectionery. Futaba Trading Co. Ltd. (Futaba Kingoku K.K., No. 2, Nurihiko Bldg., 4 Takara-cho, 2-chome, Chuo-ku, Tokyo.

LIBYA—Processing, washing, dehydrating (electric or steam powered), fumigation equipment, pressing machines, various sizes, for dates. Requests descriptive literature, c.i.f quotations Tripoli. Salah Ben Yassad, Director, Dept. of Industrial Organization, Ministry of Industry, Kingdom of Libya, Tripoli.

MEXICO—Automatic injection molding machinery for plastics, literature, price quotations requested. Plasticos Romay, S.A. (manufacturer), San Lorenzo No. 262, Mexico, D.F. WTD 2/11/64.

MOROCCO—Cereal separating, washing, sizing, milling machines; requests replies in French. Mohamed Larbi (flour mill), 18, ave. Hassan II, Meknes. WTD 10/31/63.

Machine for pressing phonograph records, 45, 33 rpm; requests replies in French. Societe Orikaphone (importer), 10 rue de la Victoire, Roches-Noires, Casablanca.

NETHERLANDS—Machinery for food processing industry, to sell as part of expanded sales program to fill out lines. Requests replies from manufacturers only. Direct purchase, exclusive agency. Schiedamsche Werktuigen en Machinefabriek, Zuivelwerktuigen en Koeltechniek NV; 56 Zijlstraat Schiedam. WTD 5/21/63.

Machines, tools, related products for repairing direct current motors, special patented technical products. Direct purchase and/or agency. Technisch Handelsbureau A. Kapsenberg, 31 Statenlaan, Rotterdam-12.

NORWAY—Printing presses, for newspapers, books, offset, auxiliary equipment. Hiorth & Faerden A/S (importing wholesaler, manufacturers' agent), Munchsgate 5B, Oslo. WTD 3/11/64.

SWEDEN—Plastic-working machinery; direct purchase and agency. AB Texotan (wholesaler, agent), Box, Göteborg 14.

Medium, low priced packaging machines, particularly bag and sack sealing machinery; bag seals, packaging materials; direct purchase and agency. Star Agentur R. Darnolf AB (agent, wholesaler), Box, Lerum. WTD 12/5/63.

356 General Industrial Machinery

● **BURMA**—Varying quantities of semi rotary

pumps. Tender No. 61/27/MACH: 1/(64), bid deadline May 28. The Secretary (1) People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

CHILE—Complete line of ball bearings, retainers for direct purchase and agency; importer, wholesaler, retailer requests replies in Spanish. Central Rodamientos Ltda., Alameda 1884, Casilla 13883, Santiago. WTD 4/23/64.

INDIA—Hydraulic pumps, electrically driven, which can develop pressure of 120 tons within five seconds or less. Rotary kiln for calcining 50 tons of fireclay, bauxite or kyanite per day in lump and powder form to temperature of 1550°C i.e. Orton cone 26. Orissa Industries Ltd. (manufacturer), Kutcheri Rd., Rourkela, Orissa.

● 20 axial flow, 2 stage type fans, capacity about 45,000 cu. meters per hour. Tender No. 588/Beas/PR/51168/P-56, bid deadline June 11. Sh. T. K. Kalia, Superintending Engineer, Procurement Circle, Talwara T/ship, District Hoshiarpur.★ (Telephone: 202-WO 7-5589).

MEXICO—Literature, price quotations requested for air purification equipment; offers on new equipment for mechanization of warehousing operations. Requests replies in Spanish. Almacenes Nacionales de Deposito, S. A., Isabel la Catolica No. 24, Mexico, D.F. WTD 1/30/64.

NORWAY—Vacuum pumps for handling herring, brisling for canning industry; max. length of fish 15-17 cm. Albert E. Olsen Eftf. (importing wholesaler), Fjordgaten 5-7, Trondheim.

● **TURKEY**—Approx. 35 multi stage centrifugal pumps, with 2 to 15 m.t. per hour capacity. Bid deadline not specified. Airmail quotations to Neptun Makina, 20 Gazi Blvd., Izmir.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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357 Office, Computing, Accounting Machines

FRANCE—Cash registers, accounting machines; scales, balances, weighing machines, other articles, furniture for shops, department stores, supermarkets. Direct purchase and agency. Dennery (manufacturer, importer, dealer), 6 rue Moreau, Paris 12e.

Office type stapling machines, other supplies, equipment. Direct purchase and agency. Socomi s.a. (manufacturer, importer, dealer), 4 rue de la Fontaine, Bagneux (Seine). WTD 1/20/64.

GERMANY—Scales, industrial, all types; replies from U.S. manufacturers only: cif European ports. Direct purchase and agency. Industrie-Technik Erich A. Hindermann, 6 Hoelderlinstrasse, 4 Duesseldorf. WTD 4/14/64.

358 Service Industry Machines

ENGLAND—Low-cost air-conditioning, refrigeration equipment for shipment to Middle East, European countries. Richard Bird & Partners Ltd. (exporter, importer, commission merchant), The Parc, Ewenny Rd., Bridgend, Glamorganshire. WTD 12/5/63.

FRANCE—Sweeping, vacuum cleaning machines for use in factories. Ets. Bellanger-Jamet (importer, dealer), 31 rue de Poissy, Paris 5e. WTD 1/28/64.

Machines, equipment for the fabrication of compound feeding products. Direct purchase and agency. Sogem-Societe Generale d'Equipements Mécaniques (manufacturer), 8 rue Blaise Pascal, Neuilly (Seine). WTD 1/22/64.

359 Machinery

INDIA—Hydraulic press cylinder (with piston) bore 250 mm capacity to exert min. 120 tons, max. 150 tons to give max. stroke of 600 mm. System of pressure pipe should be from top, bottom, both with arrangement to connect with charge over value for upward, downward movement of piston. Orissa Industries Ltd. (manufacturer), Kutcheri Rd., Rourkela, Orissa.

361 Electric Transmission, Distribution Equipment

● **GREECE**—Metalclad "ring-main" units, 22 kv, 400 amps, 750 mva, 12. Tender No. PAP/1405, bid deadline June 12. Public Power Corp., Athens-Piraeus Division, Purchasing Dept., 4 Korai St., Athens. In case award is made to a U.S. firm, procurement may be charged against AID loan. Copy of specifications is available for review only in rm. 4123, Power and Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● Oil switches, 6.6 kv, 44; metalclad "ring-main" switchboards, 105 sets; metalclad switchgear, 6.6, 110 sets; oil circuit breakers, 6.6 kv, 150 mva, 70; disconnecting switches, outdoor type, 6.6 kv, 400 amps, 790; and disconnecting switches, outdoor type, 22 kv, 400 amps, 215. Tender No. PAP/1440, 1441, 1442, 1451, bid deadline June 16. Public Power Corp. Athens-Piraeus Division, Purchasing Dept., 4 Korai St., Athens. In case award is made to a U.S. firm, procurement may be charged against AID loan. Copy of specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● **IRAQ**—Transformers, 500 kva, 11 kv/400 v., 3 phase, a.c., 50 cycles, 10; 300 kva, 2; 100 kva, 5; 50 kva, 10; 25 kva, 5; associated equipment. Tender No. 58/64, bid deadline June 4. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-4242).

ITALY—Electronic controls for machine tools. Direct purchase and agency. Frimac International Machinery (agent), Via Volterra 13, Milan. WTD 12/10/63.

Electronic measuring instruments of new concept. Direct purchase and agency. F.A.S. (manufacturer, importer), Via Kortstka 8/10, Milan. WTD 5/31/63.

362 Electrical Industrial Apparatus

AUSTRALIA—100 battery operated fractional horsepower electric motors with gearboxes to operate unattended stream and water flow gauges. The Secretary, Irrigation & Water Supply Commission, William & Margaret St., Brisbane, Queensland.

GUINEA—All types of electrical machinery, apparatus. Direct purchase and agency; requests replies in French. Societe Africaine de Developpement Industriel et Commercial (SADICOM), B.P. 10-25, Conakry.

SOUTH AFRICA—Inquiries invited for supply of ultrasonic pulsators: either Piezo-Electric Generation with ceramic or metallic transducer (frequency range 20 kilocycles, 440 megacycles); or Hydrosonic Jet-Edge Vibrating Reed (approx. 16-22 kilocycles frequency); to process 1,000 to 9,000 gallons water suspension per hour, up to 30 h.p. equivalent output. Descriptive literature, specifications, price requested. Consulting Testing Laboratories (consulting chemical engineer, researcher), P.O. Box 4163, Cape Town.

363 Household Appliances

FRANCE—Articles for equipment of shops, department stores, supermarkets including cooking equipment, spits, refrigerators. Direct purchase and agency. Dennery (manufacturer, importer, dealer), 6 rue Moreau, Paris 12e.

Electric household refrigerators; dishwashers; transistor radios; importing wholesaler, distributor requests offers with price quotations for direct purchase; requests replies in French. Société Nouvelec, 77 Ave. de la Libération, Laxou (M. & M.).

NETHERLANDS—Laundry dryers (natural gas) for domestic, industrial use. Direct purchase and agency. J. S. Sietsema Kloester, 42 Remmingaweg, Haren, Gr. WTD 9/17/63.

SAUDI ARABIA—All kinds of electrical household appliances such as washing machines, radio receiving sets, refrigerators, fans, room air conditioners, tape recorders; importer, wholesaler, retailer requests descriptive literature, price lists. Muhammad Mahmoud Urfali, P.O. Box 123, Madina.

All types of electrical household appliances; importer, wholesaler, retailer requests price quotations c.i.f. Jidda. Ayyoubi Stores, P.O. Box 22, Madina.

All kinds of electrical household appliances such as washing machines, refrigerators, tape recorders, radio receiving sets, fans; importer, wholesaler, retailer requests descriptive brochure and price lists. Ardughan Furniture Exhibition, P.O. Box 198, Madina.

All kinds of gas ranges for domestic use; importer, wholesaler, retailer requests quotations c.i.f. Jidda. Samear Jameal Hasanain & Bros., P.O. Box 421, Mecca.

SPAIN—Small household electric appliances, 110 v., 50 cycles; agency, possibly direct purchase; agent, importer, retailer requests replies in Spanish. Julián Seismilo Arias, Piedralaves, Avila. WTD 4/22/64.

364 Electric Lighting, Wiring Equipment

FRANCE—Lamps for cathode tubes. Ducastel Freres (manufacturer), 208bis rue Lafayette, Paris 10e. WTD 1/28/64.

HONG KONG—Household electric lighting fixtures; requests replies from manufacturers of high standing, with catalogs, technical information relevant to items offered. The Dragon Seed Co. Ltd. (department store), P.O. Box 79, 37-39 Queen's Rd., C., Hong Kong. WTD 5/27/63.

● **IRAQ**—Insulators, porcelain pin type, 1,000; steel pins for insulators, 1,000; disc type strain insulators, 200; steel eye bolts, 400; crossarms for steel poles, 150; bow type stayrods, 400; stay wire, 6,000'. Tender No. 57/64, bid deadline May 28. Director General, Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-4242).

MALAYSIA—All kinds of electrical components for street lighting fixtures. Sharikat Jaya Raya Ltd. (importer, manufacturers' represen-

tative), 502 Lee Yan Lian Bldg., Jalan Mountbatten, Kuala Lumpur. WTD 11/22/63.

366 Communication Equipment

● **GREECE**—8 teletypewriters; tender No. 51416/64, bid deadline June 3 in Athens, Ministry of National Defense, 2 Paparigopoulou St., Athens. Bids may be submitted through the Naval Attache, Royal Greek Embassy, 2228 Massachusetts Ave., NW., Washington, D.C.★ (Telephone: 202-WO 7-4823).

MALAYSIA—Telephone equipment, accessories, latest types, new design. Sharikat Jaya Raya Ltd. (importer, manufacturer's representative), 502 Lee Yan Lian Bldg., Jalan Mountbatten, Kuala Lumpur. WTD 11/22/63.

367 Electronic Components, Accessories

FRANCE—Electronic equipment, apparatus, all kinds. Direct purchase and agency. Union Radio Import Co., 2 bld. Péreire, Paris 17e.

Cathode tubes. Ducastel Freres (manufacturer), 208 bis rue Lafayette, Paris 10e. WTD 1/28/64.

Radio resistors, molded or compressed carbon. Societe Radiall (manufacturer), 17 rue Crussol, Paris 11e. WTD 1/29/64.

ITALY—Transducers. Direct purchase and agency. F.A.S. (manufacturer, importer), Via Koristka 8/10, Milan. WTD 5/31/63.

369 Electrical Machinery, Equipment, Supplies

SAUDI ARABIA—All kinds of batteries for motor vehicles; importer, wholesaler, retailer requests price quotations c.i.f. Jidda. Ayyoubi Stores, P.O. Box 22, Madina.

371 Motor Vehicles, Motor Vehicle Equipment

ALGERIA—Car wash detergents in bulk; spark plugs; headlights, European code; heavy duty mobile battery quick chargers; automotive spare parts, requests replies in French. Establissement Ben Brahem Hocine, 8 Rue de Bonne Esperance, Oran.

NORWAY—Accessories, fittings for buses such as interior lights, wiper motors, mirrors, ash traps; also accessories for automobiles. Direct purchase and agency. Carl Heffermehl Jr. A/S (importing wholesaler, manufacturers' agent), 5 Akersgaten, Oslo. WTD 4/24/64.

SAUDI ARABIA—Automotive spare parts, accessories, tools; importer, wholesaler, retailer requests price quotations c.i.f. Jidda. Ayyoubi Stores, P.O. Box 22, Madina.

Automotive spare parts, accessories, tools; importer, wholesaler, retailer requests quotations c.i.f. Jidda, Muhammad Mahmoud Urfali, P.O. Box 123, Madina.

372 Aircraft, Parts

ITALY—Aircraft, space electronic devices, equipment. Direct purchase and agency. Frimac International Machinery (agent), Via Volterra 13, Milan. WTD 12/10/63.

★★ NEW ZEALAND—Trade Mission

Importer wishes direct purchase of new single and twin engine aircraft, parts. Cory-Wright & Salmon Ltd., P.O. Box 1230, Wellington. WTD 3/16/62. I.R. 136.★

373 Ship, Boat Building, Repairing

ITALY—Propellers, reducers, inverters, pumps for boilers, deck fittings, equipment. Direct purchase and agency. Frimac International Machinery (agent), Via Volterra 13, Milan. WTD 12/10/63.

PHILIPPINES—Dredger-cutter suction pipeline, min. 18″ discharge, max. 22″, min. 36′ dredging depth, 4′ overcut, new or reconditioned, with 600 yd. discharge pipe in 20′ sections, flexible pipe connections, pontoon-type floating device, cutter head; required for harbor reclamation project in Bacolod City; requests deferred payment or lease arrangement, will assume transportation/towing expenses. Bacolod Real Estate Development Corp. (contractor), Empress Theatre Bldg., Bacolod City.

375 Motorcycles, Bicycles, Parts

SAUDI ARABIA—Various kinds of motorcycles: 400 cc up to 800 cc; importer, wholesaler, retailer requests quotations c.i.f. Jidda. Samir Jamil Hasanayn & Bros. (AKA), Samear Jameal Hasanain & Bros., P.O. Box 421, Mecca.

All kinds of bicycles; wholesaler, retailer, importer requests quotations c.i.f. Jidda, Ayyoubi Stores, P.O. Box 22, Madina.

381 Engineering, Laboratory, Scientific, Research Instruments

● **BURMA**—Laboratory sifter for rapid screening analysis of all types of sand, with 10 sieves of metal wire gauge, including pan, lid, built-in electric motor. Tender No. 65/31/Mach: 1/(64), bid deadline May 29. The Secretary (1), People's Store Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2939).

ENGLAND—Scientific equipment, instruments, particularly in fields of high voltage, nuclear physics, high vacua, electron microscopy, electron beam welding. Agency. S.A.M.E.S. (Great Britain) Ltd., Dellbow Rd., North Feltham Trading Estate, Feltham, Middlesex. WTD 4/6/64.

INDIA—2 sets crude oil density meters, 2 sets "Saybolt" chromometers, 2 "Lovibond" colorimeters, 2 sets of apparatus for determining specific gravity of gas, apparatus for accelerated gum test, actual gum contents of motor fuel, 2 copper strip corrosion test bombs for detecting corrosiveness to copper of oil products, 2 smoke point lamps, 2 viscosimeters, 2 aniline point determination apparatuses, 2 salt contents determination apparatuses, 2 sets of apparatus for detecting Tetra Ethyl Lead (T.E.L.), 2 apparatuses for determining aromatic contents, 5 sets of apparatus for determining sedimentation. Copy of specification giving further descriptions is available on loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Gujarat Refinery Project, Post Office Gujarat Refinery, Baroda District, Gujarat State.

ITALY—Measuring wheels, tapes (metric system); gages, thickness gages, transfer letters; adhesive line screens. Direct purchase and agency. Sample of type material desired available on loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Koh-I-Noor Hardmuth, S.p.A. (importer, manufacturer), Via Moscati 18, Milan. WTD 12/31/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

ITALY—Automatic flow switches to provide full control for flow installations. Direct purchase and agency. Eisenbau (manufacturer, importer), Bastioni Volta 11, Milan. WTD 5/6/63.

Instruments, controls, apparatus used in production, distribution, use of gas. Direct purchase and agency. Continental Sprague Meter Italiana S.p.A. (manufacturer), Via Giambellino 53, Milan. WTD 12/11/63.

383 Optical Instruments, Lenses

NORWAY—Microscopes, equipment for education, metallurgy, medical, scientific use. Direct purchase and agency. A/S Christian Falchenberg (importing wholesaler, manufacturers' agent), 23 Nedre Slottsgate, Oslo. WTD 4/21/64.

384 Surgical, Medical, Dental Instruments

● **CEYLON**—Supply of instrument sterilizers of various sizes, quantities. Bid deadline July 28. Dept. of Health, Finance Branch, Block "B", P.O. Box 584, Secretariat, Colombo.★ (Telephone: 202-WO 7-2939).

● 1,452 dressing trays, various sizes, shapes. Bid deadline July 14. The Chairman, Tender Board, Ministry of Health & Housing, P.O. Box No. 500, Colombo.★ (Telephone: 202-WO 7-2939).

ENGLAND—Respirators, industrial, all types. William Stephens & Sons Ltd. (manufacturer), Leiston, Suffolk. WTD 4/15/64.

FRANCE—All types of fine quality surgical instruments. Direct purchase and exclusive agency. Kindal (importer), 33 ave. de l'Opera, Paris 2e. WTD 3/30/64.

Dental instruments, equipment, tools, accessories, all categories, (including new, second-hand equipment, light-duty machines for dental laboratories: burrs, lathes, cutting tools, broaches, spindles, casting rings, orthodontic appliances; dental plate adhesives, amalgams, alloys, fixers, solutions, dental packs. Also small electrical laboratory apparatus (a.c. 50 cycles, 3-phase, 110 or, preferably 220 v.), such as high-speed or carbide drills, others. Agency for Basses-Pyrénées and region. Potential direct importer. Requests replies from manufacturers only. Jacques Pujo (retailer), 3 Rue Tournante Raymond-Planté, Pau, Basses-Pyrénées. WTD 4/22/64.

HONG KONG—Hypodermic jet injectors. Requests full details, descriptive literature. R. A. Lattimore, (G5/Hong Kong 4/28270), Crown Agents, 4 Millbank, London S.W.1. England.

MOROCCO—Electrical medical apparatus (cardiology, surgery, excluding X-ray equipment); quotations Casablanca; requests replies in French. Direct purchase and agency. Technica S.A. (importer), 18 rue Mezergues, Casablanca.

● **VIET-NAM**—One electrosurgical unit, 2 portative pneumothorax apparatuses, accessories, 5 baby scales, Roman. Tender No. 1235-24044, bid deadline June 5. Terms in English, specifications in French. Cable bid will be accepted, if formal bid airmailed at same time. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

386 Photographic Equipment

● **NEW ZEALAND**—Process enlarger for color separation of transparencies; ruling up light table. Tender No. 964; bid deadline May 25. New Zealand Government Printing

Office, Waterloo Quay, Wellington. Copies of tender available from New Zealand Senior Trade Commissioner, 1145-19th St., NW., Washington, D.C., 200999.

PAKISTAN—Cinematographic machinery; motion picture cameras, accessories; sound recording, reproducing equipment; editing equipment, black projection machinery. Bari Studios, Multan Rd., Lahore. WTD 4/21/64.

Cinematographic machinery; motion picture cameras, accessories; sound recording; reproducing equipment; editing equipment, black projection machinery. Evernew Studios, 2 Abbot Rd., Lahore. WTD 4/20/64.

SPAIN—Projectors, cameras, projection slides, slide materials, photographic equipment, supplies, all kinds. Direct purchase and agency. Estrella de la India (J. A. Mahtani) (wholesaler, retailer, agent), Albareda 32, Puerto de la Luz, Las Palmas de Gran Canaria, Canary Islands. WTD 4/22/64.

391 Jewelry, Silverware, Plated Ware

AUSTRALIA—Inexpensive plated silver novelty items. John Bax Pty. Ltd. (importer, wholesaler), 9 Mary St., Brisbane, Queensland. WTD 4/16/64.

394 Toys, Amusement, Sporting Goods

ENGLAND—Plastic model kits, all kinds, particularly aircraft, automobiles, trains. Direct purchase. B.M.W. Models (exporter, importer, wholesaler, retailer), 329 Haydons Rd., Wimbledon, London, S.W. 19. WTD 3/10/64.

GERMANY—Educational, other high grade quality toys. Direct purchase and agency. Adolf Ferd. Rassau (distributor, sales agent), Ferdinandstrasse 63, Hamburg 1.

ITALY—Scientific toys. Direct purchase and agency. Cesare Delodi (importer), Via S. Martino 14, Milan. WTD 7/1/63.

MEXICO—Sport fishing articles; snorkles, diving masks, fins, life-savers, pneumatic rifles, spring type spear guns, sport novelties in general, requests replies in Spanish. Coppel & Cardenas Sucs., S. de R. L. (exporter, retailer), Angel Flores y Heriberto Frias, or Aptdo. Postal No. 56, Mazatlán, Sinaloa. WTD 4/23/64.

SWEDEN—Toys; hobby articles. AB Arsani (manufacturer, wholesaler), Vattenverksvägen 1, Malmö Ö.

SYRIA—4 or 5 bowling alleys, automatic, self contained units with electronic scoreboard, up to 6 bowlers simultaneously; coin operated, width 41″, length 20 to 40′; bowling alley playing supplies, balls. Direct purchase and agency. Victor Assouad (importer, exporter, agent), P.O. Box 181, Khan el-Harir St., Aleppo.

396 Costume Jewelry, Novelties, Buttons, Notions

JAPAN—Dry flowers for ornamental use. Tohyo Tsusho Co. Ltd., No. 36, Masago-Cho, Bunkyo-ku, Tokyo.

399 Manufacturing Industries

FRANCE—Signs, advertising novelties for shops, Department stores, supermarkets. Direct purchase and agency. Dennery (manufacturer, importer, dealer), 6 rue Moreau, Paris 12.

THAILAND—Key chain with miniature flash light 3 cm. in dia.; battery, rechargeable, to last 6 months; min. order of 2,000 units is desired. Tai Pak Ltd. Partnership (importer, wholesaler, commission agent), 55 West Lane, Silom Road, Bangkok, Thailand.

509 Wholesalers

JORDAN—Manila, kraft waste paper, 500 tons each. Arab European Commercial Bureau (paper factory), P.O. Box 1370, Amman.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Raul Fleischheker, representing Farmacia Rex, S.R.L., Cordoba 2401, Buenos Aires, interested in direct purchase of **instruments, equipment, accessories for surgery**; obtaining **distributorship** agreement **for medicinal specialties**; also requesting technical information on above. May 23 via New York for 2 weeks. c/o Taft Hotel, Seventh Ave. & 50th St., New York, N.Y. Itinerary: New York.

Luis Margaride, representing La Foresta Sociedad en Comandita por Acciones, Tellier 2219, Buenos Aires, interested in establishing commercial relations with U.S. firms concerned with importing **canned meat products.** Here until June 9. c/o Marta M. de Abitante, 94-14 Jamaica Ave., Woodhaven, New York. Itinerary: New York, Washington.

Carlos Della Penna, President, C. Della Penna, S.A., Parana 464, Buenos Aires, interested in contacting leading **paper** and **paper products** manufacturers. Last week May via New York for 10 days. c/o Argentine Consulate General, 12 W. 56th St., New York, N.Y. Itinerary: New York.

AUSTRALIA—Alan Bond and Ronald A. White, representing Property Developments Pty. Ltd., 152 High St., Fremantle, interested in U.S. **investments for land and building development.** May 22 via New York for 10 days, c/o Governor Clinton Hotel, Seventh Ave. & 31st St., New York, N.Y. Itinerary: New York, Washington, Chicago, San Francisco.

John T. Evans, representing P. G. H. Industries Ltd., 107 Redfern St., Redfern, Sydney, N.S.W., interested in **coal, clay** or **timber products** of **new and/or revolutionary nature.** Here until June 18. c/o Allied Chemical Corp., Merchandise Mart Plaza, Chicago, Illinois. Itinerary: San Francisco, Chicago, New York.

Frederic Magid, representing Greta Lingerie Pty. Ltd., 970 High St., Armadale, Victoria, interested in **piecegoods, trimmings for underwear trade; lingerie manufacturing plants; machines,** production **accessories for clothing trade; fashion consultants;** also requesting technical information. May 24 via Los Angeles for 3-4 weeks. c/o Thomas Cook & Son, Inc., 587 Fifth Ave., New York, N.Y. Itinerary: Los Angeles, New York.

Milton Crafter, representing Cloudust Spray Manufacturers Pty. Ltd., 68 Bay St., Botany, N.S.W., interested in importing or manufacturing under license **basic agricultural chemicals;** also requesting technical information on above. May 24 via New York for one month. c/o American Express, 649 Fifth Ave., New York, N.Y. Itinerary: New York, Philadelphia, Pittsburgh, Chicago, Houston, Phoenix, Los Angeles, San Francisco.

Neil Gunn, representing Sear & Gunn Pty. Ltd., Rotherham St., Kangaroo Point, Brisbane, manufacturers of **plumbers'** and **builders' hardware,** interested in **licensing agencies.** May 21 via New York for one month. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Chicago, Cleveland, San Francisco, Los Angeles.

AUSTRIA—Dr. Hans Gunther, owner Dipl.-Kfm. Dr. Hans Guenther, Bacrengasschen 11, Salzburg, interested in all kinds of **materials for building trade,** builders' hardware, fittings, bathroom accessories, and insulating materials; contacting U.S. manufacturers and exporters with a view to importing same; also requesting technical know-how on application of new products, prospectuses, price lists. Here until May 20. c/o Edison Hotel, 46-47th St., New York, N.Y. Itinerary: New York.

BRAZIL—Giulite Coutinho, representing Forexp S.A. Comercio e Exportacao, R. da Lapa 180, 49 andar, Rio de Janeiro, interested in exporting to the U.S. Brazilian manufactured **products, such as canned heart of palm, preserves, canned sardines, shoes, maté.** Here for one week. c/o Sheraton-East Hotel, 51st St. & Park Ave., New York, N.Y. Itinerary: New York, Chicago.

EGYPT—Mohamed Ezeddin Fouad, Director, General Co. for Cinema Studios, c/o Studio Misr, Pyramids Rd., Giza, interested in **motion picture studio and laboratory equipment** for a new Cinema City in Cairo; desires contact with a large equipment concern which would act as general contractor for equipment purchases from a number of smaller firms. Here for 4 weeks. c/o U. A. R. Consulate General, 902 Park Ave., New York, N.Y. Itinerary: New York, Hollywood.

IRELAND—Representative of Cor-Tex Proofers Ltd., Kinsale Road, Cork, announced in INTERNATIONAL COMMERCE, 4/27, p. 56, has postponed visit until September.

ITALY—Alessandro Orioli, representing Laterizi Gambettola S.R.L., Via Roma, Gambettola (Forli'), interested in manufacture of **hollow tiles;** importing **conveyor furnace** for burning up to a temperature of 2000° F, extruded clay hollow blocks of lengths varying from 27 to 85″, or alternatively to contact consulting engineering firms for assistance in design and construction of same. Here indefinitely. c/o Park-Sheraton International Hotel, 56th St. & Seventh Ave., New York, N.Y. Itinerary: New York, Philadelphia, Washington, Boston, Albany.

IVORY COAST—Fakhry Fakhry, representing Societe Africaine de Bonneterie, Km 6, Blvd. de Marseille, Abidjan (B.P. 4331), announced in INTERNATIONAL COMMERCE, 5/4, p. 53, has postponed visit at least 3 months.

JAPAN—Kiichiro Ishida, Director, Nagoya Textile Study Team, a group of 12 members representing textile wholesalers in Nagoya, c/o Nagoya Textile Wholesalers' Association, 2-8, Odawara-cho, Naka-ku, Nagoya, interested in visiting U.S. **textile** wholesalers' associations and manufacturers of **secondary textile products.** May 24 via New York for two weeks c/o Bradford Hotel, 275 Tremont St., Boston, Massachusetts. Itinerary: New York, Washington, Boston, Buffalo, Chicago, Las Vegas, Los Angeles, San Francisco, Honolulu.

Kiyoji Tajima and 12 others of the Industrial Fastner Study Team of Japan, representing The Fastner Institute of Japan, Hatchobori 2-chome, Chuo-ku, Tokyo, interested in discussions with U.S. **fastener manufacturers** regarding possibilities for promoting business relations of mutual interest. May 30 via Los Angeles for 5 weeks. c/o Japan Productivity Center, U.S. Liaison Office, 1028 Connecticut Ave., NW., Washington, D.C. 20036. Itinerary: Los Angeles, San Francisco, Chicago, Detroit, Cleveland, Boston, New York, Washington.

KENYA—Tajdin Gulamhussein Nanji, Managing Director, Supermarket Ltd., P.O. Box 971, Agakhan Walk, City Square, Nairobi, interested in increasing imports of all **foodstuffs** on general supermarket lines. Here for 2-3 weeks. c/o Mr. E. J. Chick, Farrel Lines, Inc., 26 Beaver, New York, N.Y. 10004. Itinerary: New York.

NETHERLANDS—W. Gunneman, owner Firma W. Gunneman, Kastanjelaan 11, Hattem, interested in importing **electrical household appliances.** May 22 via New York for one month. c/o Department of Comemrce Field Office, 445 Federal Bldg., Detroit, Michigan 48226. Itinerary: New York, Detroit, Grand Rapids, Mich., Chicago.

NORWAY—Trygne Strom, Managing Director, Trygne Strom A/S, 5 Kirkegatan, Oslo, interested in purchasing **stainless steel, steam valves, volumetric pumps.** May 19 via New York for 2 months. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: Pittsburg.

SAUDI ARABIA—Ebrahim Al Mishari, Partner-Manager, Al Mishari & Al Zahid Co., Amir Khalid St., Al Khobar, interested in **cars, auto parts, tires, lubricants** importing and agencies for Eastern Saudi Arabia. May 22 via San Francisco for 2 weeks. c/o The Americana of New York, 52nd St. & Seventh Ave., New York, N.Y. Itinerary: San Francisco, Chicago, Detroit, New York.

SOUTH AFRICA—Douglas Hoffe, Manager and Alternate Director, Anglo-American Corp., 44 Main St., Johannesburg, interested in **property development, including hotels, retail shops, offices** and **apartments** in R35 million structure in center of Johannesburg. Here to June 30. c/o Anglo-American Corp. (S.A.) Ltd., 280 Park Ave., New York, N.Y. Itinerary: Boston, Philadelphia, Baltimore, Denver.

William Lewis-Lewis, Managing Director, African Dry Cell Battery Co. (Pty.) Ltd., P.O. Box 2563, Cape Town, interested in purchasing **machinery** and establishing **licensing arrangement for manufacturing dry cell batteries in South Africa.** May 20 via New York for 10 days. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, New Jersey, Wausau, Wisconsin.

E. Weinraub, representing Novel Art (Pty.) Ltd., P.O. Box 8988, Johannesburg, interested in exporting handpainted souvenirs, gifts, jewelry, novelties. Here until June 1. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, San Francisco, Los Angeles.

TAIWAN—Chao Hou, General Manager, Yenran Tsai, Factory Manager, and Tsoucheng Lin, Chief Engineer, Dah Yung Steel Mfg. Co., Ltd., 2 Kooshan 3rd Rd., Kaohsiung, interested in visiting manufacturers of **steel products** such as reinforcing bars, angle bars, bolts and nuts; also requesting technical information on **steel manufacturing processes** and **advanced equipment for rolling mills.** Mid-May via Seattle for 3 months. c/o Consulate General of The Republic of China, 607 Third, Seattle, Washington. Itinerary: Seattle, Chicago, Cleveland, Washington, Pittsburgh, Honolulu.

TURKEY—Sabahattin Sungureglu, representing self, Sungurlar Han, Begazkesen Cad., Topbane, Istanbul, Importer and wholesaler of **pipes, boilers, heat exchangers, electrical equipment, industrial machinery,** interested in contacting U.S. manufacturers of above lines. Here for 2 weeks. c/o American Radiator & Standard Sanitary Corp., Export-Foreign Dept., 40 W. 40th St., New York, N.Y. Itinerary: New York.

URUGUAY—Walter Ariel Ercolane, General Manager, and Candido Mario Lopez, Technical Manager, Ferrosmalt S.A., 18 de Julio 2039, Montevideo, interested in **household appliances** and **plants** of same; also requesting technical information on above. May 21 via New York for 10-15 days. c/o Consulate General of Uruguay, 17 Battery Place, New York, N.Y. Itinerary: New York; Chicago; Detroit, Dearborn, Tecumsek, Michigan.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

SPAIN—Foodstuffs, beverages; all kinds. Exclusive agency desired. Requests replies in Spanish. Esteban López Garrido & Co.(agent), Cruz Verde 21, Santa Cruz de Tenerife. WTD 4/22/64.

209 Food Preparation

UAR—Edible, inedible tallow. Misr Import & Export Co., 6 Adli St., Cairo. WTD 11/22/63.

222 Broad Woven Fabric Mills, Manmade Silk

FRANCE—Orlon, dacron, nylon staple fabrics. Societe Nouvelle des Ets. Soulier (importer, dealer), 30, 32, 34 rue Proudhon, La Plaine St-Denis (Seine). WTD 2/5/64.

SPAIN—Synthetic fiber textiles, especially Dacron, Dacron/blend; also ready-made garments of these textiles. Exclusive agency desired; requests replies in Spanish. Esteban López Garrido & Co. (agency), Cruz Verde 21, Santa Cruz de Tenerife. WTD 4/22/64.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

SWITZERLAND—Prefabricated houses made of plastic panels. Neue Baukontor Bern AG, Murtenstrasse 8, Bern.

244 Wooden Containers

FRANCE—Wood containers: shipping, specialty, fancy; fibre drums; boxes, crates for medium- and heavy-duty packaging; requests replies in French. Les Emballages Girondins, 59 Cours du Raccordement, Bordeaux, Gironde. WTD 4/22/64.

264 Converted Paper, Paperboard Products

FRANCE—Packaging materials, protective linings, fabrics, products suitable for use in wooden shipping containers, including thermoplastics; requests replies in French. Les Emballages Girondins (manufacturer, wholesaler), 59 Cours du Raccordement, Bordeaux, Gironde. WTD 4/22/64.

280 Chemicals

NEW ZEALAND—Fish oil alkyds (paint); safflower oil (resin); soya bean oil (resin); naphthalene (flake, balls); phenol U.S.P. grade (resin, plastic); phthalic anhydride (resin); acrylic resins (paint, plastic); melamine 99.5% (resin, paint); plasticisers (resin, paint, plastic, rubber); polyethylene (plastic); p.v.c. resins (plastic); styrene monomer (resin); penicillin (agricultural, pharmaceutical); castor oil (resin, paint); gum rosin (paint, rubber); acetone (paint, plastic, pharmaceutical); ammonia sulphate (agricultural); magnesium sulphate (agricultural); aluminum sulphate (paper); butyl alcohol (paint); formaldehyde (resin, paint); methyl ethyl ketone (resin, paint); pentaerythritol (resin, paint); sodium metasilicate (agricultural, pharmaceutical); vinyl acetate monomer (pharmaceutical); polystyrene (resin, plastic). P. J. Bates, Dominion Chemicals Ltd. (manufacturer's agent, indentor), P.O. Box 7578, Wellington.

282 Synthetic Materials

SPAIN—Plastics materials especially polyethylene, other chemicals for industrial use. Indarco (Juan Cohrs Longsdon), Via Layetana 15, 3°, Barcelona.

283 Drugs

DENMARK—Inorganic, organic medicinals in bulk. Eyvind Gunst (importer, wholesaler, exporter, agent), 42-B Frederiksberg Alle, Copenhagen. WTD 7/9/63.

299 Products of Petroleum, Coal

IRAN—Brake fluid. D. Michail, Inc. (importer, wholesaler, distributor), 72 Amir-Kabir Ave., P.O. Box No. 57, Tehran. WTD 2/27/64.

314 Footwear, Except Rubber

FRANCE—Boots, shoes, preferably leather articles, various types, suitable for sale in France, including athletic, sporting shoes, noncompetitive categories. Requests replies from manufacturers only. Etablissements Patrice Béneteau & Ses Fils (manufacturer, wholesaler, exporter), Pouzauges, Vendée.

331 Steel Mill Products

GERMANY—Tinplates; exclusive sales agent. Willy Harfst & Co. (sales agent), Jungfernstieg 34, Hamburg 36.

335 Rolling, Drawing, Extruding of Nonferrous Metals

GERMANY—Nonferrous metal sheets, rods, wires; exclusive agency. Willy Harfst & Co. (sales agent), Jungfernstieg 34, Hamburg 36.

342 General Hardware

SOUTH AFRICA—Builders' hardware: for

building trade; requests replies from manufacturers only. I. B. McIntyre & Co. (manufacturers' agent), P.O. Box 169, Paarden Eiland, C.P.

343 Heating Apparatus, Plumbing Fixtures

SOUTH AFRICA—Plumbing fittings, trim (plumbers' brass); requests replies from manufacturers only. I. B. McIntyre & Co. (manufacturers' agent), P.O. Box 169, Paarden Eiland, C.P.

351 Engines, Turbines

AUSTRALIA—Outboard motors. M. J. Bateman Pty. Ltd., 12 Milligan St., Perth, Western. WTD 10/9/63.

354 Metalworking Machinery

AUSTRALIA—Metalworking tool accessories. H. Cawte, Manager, Leo Rogaly & Lewis Pty. Ltd., Box 2620, G.P.O. Sydney. WTD 3/12/63.

GERMANY—Semi and fully automatic grinding machines for cutlery, tools: fob German or Dutch ports; manufacturer exporter requests replies in German. Heinz Berger-Maschinenfabrik, 69 Kohlfurther Bruecke, 56 Wuppertal-Cronenberg. WTD 4/16/64.

355 Special Industry Machinery

MEXICO—Complete line of food canning equipment. V. & E. Kohnstamm, S.A. (importer, manufacturer), Calzada de Camarones No. 275, Mexico, D.F. WTD 2/24/64.

NORWAY—Ball mills for manufacture of paint. Knud Knudsen & Sonn (manufacturers' agent), 32 Skippergaten, Oslo. WTD 11/21/63.

357 Office, Computing, Accounting Machines

NEW ZEALAND—Typewriters, adding machines. Attn: Mr. Veale. British Office Supplies (N.Z.) Ltd., P.O. Box 567, Wellington.

361 Electric Transmission, Distribution Equipment

FRANCE—Electro-magnetic valves; microthermostats; current controls, regulators; commutators, tumblers; resistances (regulating, starting, insulating); automatic time-switches, hourly time-recorders; sighting-boards, control-panels; relays, switches, miniature, others, including break-switches, remote-control switches, safety and snap-switches, related electric devices, accessories suitable for utilization in France with alternating current, 3-phase, 50 cycles, 110 or 220 v. Agency and/or distributorship desired for France or section thereof. Requests replies from manufacturers only. Bernard Bouscarel (manufacturer, sales agent), 42 Rue Léo-Lagrange, Toulouse, Haute-Garonne. WTD 4/17/64.

363 Household Appliances

SPAIN—Dishwashing machines; electric razors; exclusive agency. Otice (Organización Tecnica Internacional de Componentes Electronicos), Maestro Nicolay 13 bis, Barcelona 6. WTD 9/3/63.

367 Electronic Components, Accessories

FRANCE—Electronic control instruments. Ets. Andre Kovacs (importer, dealer), 177 rue de la Convention, Paris 15e. WTD 1/29/64.

SWITZERLAND—Electronic components, capacitors, resistors, switches, electro-magnetic clutches, brakes, relays, potentiometers, rectifiers, semi-conductors, test instruments, related items, exclusive distributorship. Robert Luthard (importer, wholesaler, distributor), 149 Bucheggstrasse, Zurich 6/57. WTD 7/63.

369 Electrical Machinery, Equipment Supplies

BRAZIL—X-ray equipment, parts, accessories; scientific testing, analysis equipment for hospitals, laboratories. Metidal, Material Médico Hospitalar Ltda. (wholesaler, retailer, agent), Rua Dom José de Barros 152, 8°, São Paulo.

371 Motor Vehicles, Motor Vehicle Equipment

SOUTH AFRICA—Piston rings, all types for U.S. continental vehicles. Higginson & Turnbull (Pty.) Ltd. (manufacturers' agent), P.O. Box 3676, Cape Town.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Control, regulation, measuring instruments. Ets. Andre Kovacs (importer, dealer), 177 rue de la Convention, Paris 15. WTD 1/29/64.

386 Photograph Equipment

AUSTRALIA—Photographic accessories. H. Cawte, Manager, Leo Rogaly & Lewis Pty. Ltd., Box 2620, G.P.O., Sydney. WTD 3/12/63.

394 Toys, Amusement, Sporting Goods

AUSTRALIA—Constructional hobby kits. H. Cawte, Manager, Leo Rogaly & Lewis Pty. Ltd., Box 2620, G.P.O., Sydney. WTD 3/12/63.

Construction Projects

AFGHANISTAN—Tenders opened for construction of 2,000 by 45 meters runway, taxiway, apron, facilities at Mazar-I-Sharif. Closing date for receipt of proposals for project, RFP No. 5, is June 1. General and Special Provisions avail for contractors.

Facilities will be constructed according to Federal Aviation Agency standard specifications for construction of airports except as modified by applicable special provisions.

Half-size plans are available until supply is exhausted for $10 payable to Agency for International Development. Contact: Chief, Contract, Near East South Asia Bureau, A.I.D., Department of State, Washington, D.C. 20523.

GHANA—(1£=US$2.80). Ministry of Economics announced that contract for contruction of **Volta Bridge** near Tefle has been awarded to a consortium consisting of German firms Allegemeine Hochund Ingeneirbau, Duesseldorf, and Held & Francke, Munich.

Bridge will be financed under German development loan of DM 20 million extended to Ghana in May 1963. Designed by a Dutch engineering firm, it will have a length of about 700 meters, longest bridge in the country; construction to extend over 2 years. Procurements of goods and services under German Loan agreement will be tied to German suppliers.

IRAQ—(1 dinar=US$2.80). Mohamed Jahr Hassan, Director General of Government Oil Refineries Administration (GORA), Ministry of Oil, Baghdad, announced that **Daura Spare Parts Factory** will be **expanded for production of LP gas cylinders.** Necessary **machinery** for, including **presses** and **welding machines,** will be purchased for cylinder production. GORA will not tender for this equipment.

U.S. firms are advised to write directly to the Director General at aforementioned address for details or information about this procurement.

JAMAICA—(1£=US$2.80). The Minister of Trade and Industry has announced that Kingston Wharves Ltd. plans to spend about $9.8 million over the next 4 to 5 years on construction of up to **5 new berths.** The immediate phase will cost $5.6 million.

This project is in addition to the $4.2 million port construction project of Western Terminals Ltd. (INTERNATIONAL COMMERCE, May 11, p. 35), and will be located adjacent to it.

JAPAN—(1000 yen=US$2.77). The World Bank has made a loan equivalent to $50 million to finance a new section of a toll express highway which will ultimatey run 333 miles from Tokyo to Kobe. The Bank has already lent $155 million for building 214 miles of expressway; this loan will be used for the 49-mile section between Toyokawa and Komaki.

The loan was made to Nihon Doro Kodan (Japan Highway Public Corp.), a government organization responsible for the construction, operation and maintenance of many of Japan's toll facilities. During the next 5 years Doro Kodan is investing the equivalent of $1,800 million mainly in new highways; highest priority being given to the Tokyo-Kobe Expressway which is scheduled to open along its entire route in 1969.

Total cost of the Toyokawa-Komaki section of the expressway is estimated at the equivalent of $202 million. Construction work is to be executed by contractors on a unit price basis under the supervision of Doro Kodan. Contact: Nihon Doro Kodan, Tokyo.

NIGERIA—(1£=US$2.80). The Contracting Officer, U.S. AID Nigeria, P.O. Box 2182, Lagos, Nigeria, recently announced that a contract for the preparation of a **feasibility study for** Umdike **Agricultural Center** was awarded to Dalton & Dalton Associates, 979 The Arcade, Cleveland, Ohio. Amount of the award was $70,000.

PERU—(100 soles=US$3.73). A $5 million **port expansion** project in Paita is to be financed partially by a World Bank loan of $3.1 million. The new port will have a deep water jetty capable of handling 4 ocean going vessels simultaneously. The Paita project includes **dredging** of port area, construction of a **jetty, adaptation of existing sheds, warehouses** and **other buildings** for port use, construction of **maintenance facilities,** a new **road approach** to the port, **roads** and **utilities in the port area,** and the purchase of **modern equipment for cargo handling, workshops** and **fire fighting.**

The project will be carried out by Direccion de Administracion Portuaria, with the assistance of consulting engineers. The dredging contract has already been awarded, after international competitive bidding, and contracts for the rest of the project will be awarded on the same basis. Contact: Direccion de Administracion Portuaria, Lima.

SPAIN—(100 pesetas=$1.66). The Director General of Ports announced the 4 year program for the improvement of Spanish ports under the nation's Economic and Social Development Plan. The port program calls for the expenditure during 4 years of $200 million.

Of this amount, $56 million is to be spent for the acquisition of **equipment,** including 476 port cranes (of which 190 have already been contracted for), 34 loading shovels, 550 fork lifts, 100 trailers, conveyor belts; $16 million is to be spent for the acquisition of floating material, principally 3 ladder and 5 suction dredges.

Following usual Spanish practice the call for bids will be made by means of announcement in the Official Bulletin of State, with a bidding time of about one month. Generally, the Spanish Government does not accept bids from foreign companies not represented in Spain. When the call for bids is made, the specifications are made available for examination at the Directorate General of Ports, Madrid.

TANGANYIKA—(20 EA Sh.=US$2.80). The Ministry of Communications, Power & Works, Dar-es-Salaam, expects to issue invitations to Tender for the construction of the **Bunda-Nansio Road** in North Western Tanganyika August 1. Work will consist of 60 miles of earth works, culverts and gravel surfacing. Approx. quantities are 2000000 (sic) CY excavation, 9,500 lineal feet of CMP, 950,000 sq. yds. gravel surfacing and 16 minor structures.

U.S. firms expecting to tender must inform the Engineer-in-Chief, Ministry of Communications, Power & Works, P.O. Box 9144, Dar-es-Salaam by June 30.

Leads for Importers

011 Field Crop Farms

NEW ZEALAND—Seed grower specializing in production of garden peas interested in establishing export market. F. Cooper Ltd., P.O. Box 93, Wellington. Additional information from New Zealand Government Senior Trade Commissioner, Suite 306, 1145 19th St., Washington, D.C. 20036. WTD 7/31/63.

149 Nonmetallic Minerals

SOUTH AFRICA—Talc (Wonderstone), high grade, in unprocessed form, suitable for cosmetics or plastics production, in quantities up to 1,000 tons per month; production could be increased to meet greater demand. Vegas Engineering (Pty.) Ltd., (manufacturer) P.O. Box 2345, Durban. WTD 4/28/64.

201 Meat Products

ITALY—Frozen, refrigerated meat, patricularly beef. Vincenzo Randazzo fu Vincenzo & Figli (importer/wholesaler), Via Buonriposo, 66 Palermo, Italy. Request replies in Italian/French.

203 Canning, Preserving Foods

SPAIN—Direct sale of dried codfish in New York State and on East Coast. Cuevas y Cia. (importers, wholesalers), S.L., Aptdo. 91, Orense. WTD 8/14/63.

212 Cigars

SOUTH AFRICA—Cigars, cheroots, whiffs. Imperial Cigar Manufacturing & Trading Co. Ltd., P.O. Box 376, Durban. WTD 5/17/64.

226 Dyeing, Finishing Textiles

FINLAND—Manufacturer of wide variety of printed towels, table cloths, napkins, place mats (linen, cotton), curtain fabrics (linen, rayon, "dralon," mixtures of wool), featuring distinctive Finnish designs, wishes to sell directly to U.S. importers; will also consider inquiries from U.S. agency-distributor firms. Luha Oy, Turku 3. WTD 3/6/64.

GERMANY—Material for quilts, cotton, woolen (120 cm by 160 cm); table cloths, cotton, woolen, half cotton, with and without table napkins (80 cm by 80 cm; 100 cm by 100 cm; 100 cm by 160 cm; 130 cm by 130 cm; 130 cm by 160 cm); decoration material, plain and patterned, artificial silk, cotton and woolen (80 cm by 120 cm). Norddruck, Herbert Kabjoll GambH, 13 Blankenauerstrasse, Beverungen/Weser. WTD 4/22/64.

230 Apparel

FINLAND—Textile manufacturer wishes to introduce products into U.S., offering ladies' fashionable nylon-charmeuse, nylon-velour blouses; seaters, cardigans, jumpers in distinctive Finnish styles. Wants to sell directly to U.S. importers; will also consider agency-distributor inquiries from U.S. firms specializing in sale of women's apparel, textile products. Silo Oy, Turku 3. WTD 3/6/64.

342 Cutlery, Hand Tools, General Hardware

SWEDEN—Household scissors, direct and agency. Svenska Saxbolaget (manufacturer), Arjang. WTD 4/24/64.

Cutlery, household articles. Laven Company Export & Import (exporter, wholesaler), Kungsholmsgatan 15, Stockholm. WTD 2/12/64.

343 Heating Apparatus, Plumbing Fixtures

SWEDEN—Heating equipment for construction industry. Tour Agenturer AB (manufacturer), Svardlangsvagen 46, Johanneshov. WTD 3/5/64.

351 Engines, Turbines

SWEDEN—Steam and gas turbines for power plants, industries, ships. Stal-Laval Turbin AB (manufacturer), Finspang. WTD 3/6/64.

358 Service Industry Machinery

SWEDEN—Carpet sweepers. AB Filip Linden (manufacturer), Varnamo. WTD 8/15/63.

367 Electronic Components, Accessories

SWEDEN—Microwave instruments, components. Sivers Lab AB (manufacturer, importer, sales agent), Box 42018, Stockholm 42. WTD 2/4/64.

373 Ship Building, Repairing

MEXICO—Ship builder wishes to sell, direct, steel hull ships in general, also luxury yachts. Jorge Flores Munoz, Ave. Miguel Aleman No. 120, Mazatlan, Sinaloa. WTD 4/20/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GERMANY—Sheet and strip metal testing machines (ductility testers); manufacturer seeks sales agent for the entire U.S. A. M. Erichsen, 14 Am Iserbach, 587 Hemer-Sundwig/W. WTD 4/22/64.

394 Toys, Amusement, Sporting Goods

SWEDEN—Ice hockey articles; leather straps for skiing, slalom boots. Tarnsjo Anggarveri AB (manufacturer), Tarnsjo. WTD 2/10/64.

399 Manufacturing Industries

SWEDEN—Brushes, painters. AB Stiwex Penselindustri, Bankeryd. WTD 3/4/64.

509 Wholesalers

NEPAL—Art objects, Nepalese: brass figures, metal filigree, ornaments, "Khukhuri" knives, paintings, wooden carvings. Nepal Traditional Crafts Pvt. Ltd., Babar Mahal, Kathmandu.

Viet-Nam in market for variety of cellulose nitrate products

Viet-Nam's Central Purchasing Authority, 140 Hong Thap Tu, Saigon, has invited bids for a variety of products including: cellulose nitrate propellent powder, 11,000 kgs., MIL-P-3984A; cellulose nitrate lacquer, 15 kgs., MIL-L-10287; and thinner, dope and lacquer (cellulose nitrate), 80 kgs., TT-T-266. All commodities have tender No. 1188-31034 and a bid deadline of 9 a.m., May 27. Bids should be mailed to the issuing agency.

Bidding documents are available on loan to firms located in the U.S. from the Chemical and Rubber Division, Room 4411, BDSA, U.S. Department of Commerce, Washington, D.C. 20230. Telephone 202-WO 7-3512.

Local agents could bring medical sales in Morocco

Prospects are good for selling U.S. medical equipment in Morocco. The Government of Morocco has begun an extensive hospital construction program—14 hospitals are currently under construction, 7 more are in the planning stage. Demand for U.S. equipment is also high among local doctors.

The Government (the major purchaser of medical equipment) can buy foreign goods only from local importers. At present, few U.S. manufacturers of medical equipment are represented by local agents in Morocco. U.S. companies who can obtain effective local agents for their products may find their efforts to sell medical equipment in Morocco well rewarded.

A trade list of importers and distributors of medical equipment in Morocco can be obtained from Department of Commerce Field Offices.

Field offices' addresses and telephone members are listed on page 28 in this week's issue.

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1963 and 1964. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

Basic Data on the Economy of the Sudan. OBR 63-166. 15pp. Describes the structure of the economy, the various industries, finance, foreign trade, the program for economic development, aids to distribution, and trade practices in the Sudan.

Foreign Trade Regulations of the Republic of Korea. OBR 64-24. 8pp. Contains information on Korea's trade policy, import tariff system, sales and other internal taxes, labeling and marking requirements, special customs provisions, non-tariff import trade controls, U.S. controls affecting trade with Korea, and Korean export controls.

Basic Data on the Economy of Malaysia. OBR 64-25. 24pp. Contains the same types of information as OBR 63-166, above.

Basic Data on the Economy of Mozambique. OBR 64-29. 8pp. Contains the same types of information as OBR 63-166, above.

Market Factors in Switzerland. OBR 64-34. 16pp. Describes the scope and nature of the Swiss market, competition likely to be encountered, an analysis of the market for selected commodities, and contains a marketer's bibliography of Switzerland.

Basic Data on the Economy of Colombia. OBR 64-35. 21pp. Contains the same types of information as OBR 63-166, above.

Basic Data on the Economy of Dahomey. OBR 64-36. 9pp. Contains the same types of information as OBR 63-166, above.

***The Tanker Register.* Published by H. Clarkson and Company, Ltd. London, April 1964. $28 (postpaid).**

Lists full details on construction, ownership and servicing of ships in the world tanker fleet above 6,000 tons. Includes tankers, ore and oil carriers, whale factory vessels, and miscellaneous special purpose vessels.

Copies can be ordered from H. Clarkson and Company, Limited, 52 Bishopsgate, London, E.C.2.

Gratis

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the U.S. Department of Commerce, Sales and Distribution Section, 1200 South Eads Street, Arlington, Virginia.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***Trade Directory of the Republic of Ghana—1964.* Published by the Diplomatic Press and Publishing Co. London. 144pp. $5.60.**

Describes Ghana's draft 7-year development plan; the Volta River Project; the Ghana Cocoa Marketing Board; Foreign Trade; Ghana's first International Trade Fair; Chambers of Commerce and Trade Associations; the banking system; exchange control regulations; transport and communications; and tourism. The directory also contains a classified list of Ghanaian business firms.

Copies can be ordered from the Diplomatic Press and Publishing Co., 13 Cotswold Gardens, London, N.W.2.

***Italian Kompass Register.* (2d ed.) Published under the auspices of the Italian Ministry of Foreign Trade, the Ministry of Industry, the Italian Institute of Foreign Trade, and the Italian Federation of Industries. 3 vol. 3,000 pp.**

The Register lists over 26,000 Italian companies which provide goods and services. The breakdown of products is based on a decimal classification system which includes more than 30,000 items. The book contains 5 languages: Italian, English, French, German and Spanish.

It has been distributed to all Italian Embassies and Consulates, and should help U.S. traders interested in contacting Italian businessmen.

For further information, the publishers have established a free Readers Information Service entitled ETAS/KOMPASS, 6 Via Mantegna, Milan, Italy.

***India-Handbook of Commercial Information: Vol I.* Published by the Department of Commercial Intelligence and Statistics. Calcutta, December 1963. 466pp. $3.96.**

Reviews the past performance and the trade outlook for 103 specific products of India's engineering and chemical industries. The book discusses the origin of Indian production, the industry's growth, availability of raw materials, centers of production, applicable quality control measures, current wholesale prices and foreign trade in each of the 103 commodities.

A brief resume of India's tariff protection measure is contained in an appendix.

Subsequent volumes of this publication will deal with textiles, miscellaneous manufactured goods, food and primary products of agricultural and mineral origin, and related supplementary information.

Order from the Director-General of Commercial Intelligence & Statistics, 1 Council House Street, Calcutta.

***Japanese Miniature Electronic Components and Assemblies Data Annual: 1964-65.* Illustrated. Edited by G. W. A. Dummer and J. Mackenzie Robertson. Published by the Pergamon Press, New York. April, 1964. 483pp. $21.**

Presents structural, mechanical and electrical characteristics; specifications; and construction data on a wide range of small items made by the Japanese electronic industry, extracted from technical catalogues and data sheets obtained from manufacturers.

The publishers have also produced British, European and American Data Annuals.

The Annual is being distributed by the MacMillan Company, 60 Fifth Avenue, New York 11, N.Y.

***Economic Development.* Henry H. Villard. (Revised Ed.) 1963. Holt, Rinehart and Winston, Inc., 383 Madison Ave., New York, N.Y. 10017. 238pp., paperback. $3.50.**

Analyzes factors responsible for differences in rates of economic development in both developed and underdeveloped areas. Discusses the role which practical research, innovation, saving, natural resources, etc., has played in the development of developed areas, using Great Britain and the U.S. as examples.

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Calendar *for international traders*

18-23—5th International ISA Pulp & Paper Instrumentation Symposium. Bayshore Inn, **Vancouver, B.C., Canada.** Sponsor: Instrument Society of America.

19—Maine World Trade Conference, **Portland, Me.** Sponsors: Maine Port Authority, Chambers of Commerce, Department of Commerce.

19—Memphis World Trade Club, monthly meeting, **Memphis, Tenn.**

19—Technical Data Export Conference 2-5 p.m., East Ohio Gas Company Community Room, **Cleveland, Ohio.** Speaker: Rauer H. Meyer, Bureau of International Commerce. Sponsor: Cleveland Field Office, Department of Commerce.

19—3rd annual Foreign Trade Seminar, Country House, **Syracuse, N.Y.** Sponsors: Foreign Trade Club of Syracuse, Chamber of Commerce, New York Field Office, Department of Commerce, New York REEC.

19—World Trade Week dinner, 6:30 p.m., Grand Ballroom, Sheraton Hotel, **Philadelphia, Pa.**

19—Foreign Trade Bureau, Chamber of Commerce dinner meeting, Roosevelt Hotel, **Cedar Rapids, Iowa.**

20—Foreign trade credit group, Chicago-Midwest Credit Service Corp., Morrison Hotel, **Chicago, Ill.**

20—2nd Annual Export Executive Work Conference, University of Missouri, **Kansas City, Mo.** Sponsors: University of Missouri, World Trade Club, Kansas City Chamber of Commerce, REEC, Department of Commerce Field Office at Kansas City. Speaker: Paul E. Pauly, Deputy Director, Office of International Trade Promotion, BIC.

20—World Trade Week Conference, **Oklahoma City, Okla.** Sponsors: Oklahoma City Chamber of Commerce, North Texas-Oklahoma REEC, Department of Commerce Field Office at Dallas. Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

20—Sales and Marketing Executives Club, International, 3-day meeting, Palmer House, **Chicago, Ill.** Speaker: Luther H. Hodges, Secretary of Commerce.

20—15th Cleveland Export Expansion Conference, Cleveland Field Office, Department of Commerce, Federal Reserve Bank Bldg., **Cleveland, Ohio.**

20—American Management Association Seminar, Astor Hotel, **New York, N.Y.** Speaker: Jack N. Behrman, Asst. Secretary for Domestic and International Business.

20—"First Step" Export Workshop, Memphis Field Office, **Memphis, Tenn.** Sponsors, REEC, Memphis Field Office.

20—Workshop on International Finance, 9 a.m. World Trade Week Luncheon, 12:30 p.m., Robert Meyer Hotel, **Jacksonville, Fla.** Speaker: Andrew B. Wardlaw, Bureau of International Commerce. Sponsors: Jacksonville Area Chamber of Commerce; Duval County Board of Public Instruction; Field Office, Department of Commerce.

20—Export Industry Day, luncheon, Robert Treat Hotel, **Newark, N.J.** Sponsors: World Trade Association of Newark, Association of Commerce and Industry.

20—Conference on International Patents, with Edward J. Brenner, Commissioner of Patents. Field Office, **St. Louis, Mo.**

21—World Trade Dinner, 6:30 p.m., Hotel Schroeder, **Milwaukee, Wis.** Speaker: General Lauris Norstad. Sponsor: Milwaukee Association of Commerce, World Trade Club.

21—World Trade Week Conference, **Tulsa, Okla.** Sponsors: World Trade Club, Tulsa Chamber of Commerce, North Texas-Oklahoma REEC, Department of Commerce Field Office at Dallas. Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

21—World Trade Club of Detroit, Annual "World Trader of the Year" Award program, Veterans Memorial Bldg., **Detroit, Mich.**

21—St. Louis Bicentennial all-day World Trade Conference, Fred Harvey's Restaurant, **St. Louis, Mo.** Speaker: Neil C. Hurley, Jr., Chairman, National Export Expansion Council. Sponsor: World Trade Club, REEC, Chamber of Commerce, Small Business Administration.

21—Mid-South Exporters' Roundtable, monthly meeting, **Memphis, Tenn.**

21—Air-Cargo-Aviation Day luncheon, 12 noon, Fairmont Hotel, **San Francisco, Calif.** Speaker: Alan S. Boyd, Chairman, Civil Aeronautics Board. Sponsor: Air Cargo Association.

21—World Trade Day. Luncheon, Americana Hotel, **New York, N.Y.** Sponsors: New York World Trade Week Committee, Inc., World Trade Club of New York, Inc.

22—Opening session, SME-I Export Expansion Program, Statler-Hilton Hotel, **St. Louis, Mo.** Sponsors: Sales and Marketing Executives Association, REEC.

22—National Maritime Day, luncheon, Waldorf Astoria Hotel, **New York, N.Y.** Sponsors: American Merchant Marine Institute, Propeller Club—Port of New York.

23—Fireside Forum, **Lakewood, Ohio.** Subject: U.S. Trade Mission to Sweden, slides, lecture. Speaker: Edwin C. Higbee.

24—Bankers Association for Foreign Trade Annual Convention, **Quebec City, Canada.** Speaker: Jack N. Behrman, Assistant Secretary for Domestic and International Business.

25—All-day conference/consultation on "Opportunities for Trade and Investment in India," Field Office, **St. Louis, Mo.** sponsors. REEC, World Trade Club, Chamber of Commerce. Speakers: M. Gopala Menon and Chester Leaber, Indian Investment Center, New York.

26—Seminar, "Legal Aspects of Doing Business Abroad," 3:15 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

26—Export expansion meeting, Orrington Hotel, **Evanston, Ill.** Sponsors: Chamber of Commerce, Department of Commerce.

26—"Show You" in office workshop for new exporters. Sponsors: St. Louis REEC, World Trade Club, Chamber of Commerce. Field Office, **St. Louis, Mo.**

26—Export Managers Club of New Orleans, luncheon-meeting, Monteleone Hotel, **New Orleans, La.**

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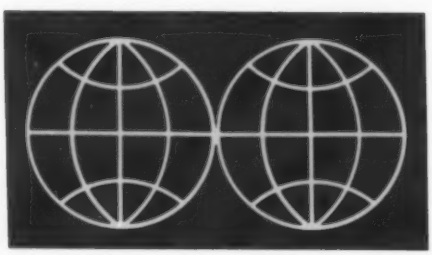

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